

DISTRIBUTION AND WAREHOUSING



The Business Paper of the Warehouse Industry

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Phones, LOnagre 5-1888 and 5-1889
Andrew K. Murray, President and General Manager
Kent B. Stiles, Vice-President
H. S. Webster, Jr., Secretary
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EDITORIAL DEPARTMENT

Kent B. Stiles, Editor
H. A. Haring, Contributing Editor
Leo T. Parker, Legal Editor
F. Eugene Spooner, Motor Freight Editor
Washington Bureau, 1163 National Press Building,
George H. Manning, Manager

BUSINESS DEPARTMENT

Andrew K. Murray, Business Manager
Willis D. Leet, Western Manager
P. J. O'Connor, Eastern Manager
CHICAGO BRANCH OFFICE
367 West Adams Street. Willis D. Leet

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This Month's Features in News and Articles

Army Base Competition

HOUSE Committee and United States Shipping Board hearings at Washington have brought the Newark and Boston Army Base situations into news focus during the past month. Read Stephens Rippey's Washington correspondence—page 9.

Business Leaders

SEEK A PATH to prosperity. A summary of action and resolutions at the San Francisco convention of the Chamber of Commerce of the United States—pages 18 and 19.

Chain Stores

A TREND of deep significance to public warehousing is seen by H. A. Haring in changing delivery methods and reductions in average inventory being experienced by the chain store systems. The author's Distribution Article No. 82 begins on page 5.

Container Shipping

IS PASSING the experimental stage, says Edgar C. Palmer, a New Haven storage executive. An advocate of this method of sending household goods forward talks authoritatively in the light of his own operations—page 13.

Developing New Business

H. A. HARING'S article, the eightieth of his series, points out how the Revenue Act of 1932, just enacted by Congress, opens opportunity for warehousing to capitalize on the increase in the second-class mailing rates through the distribution of magazines put forth by the larger publishers—page 26.

Insect Infestation

"GUARDITE"—a Government-developed gas—is being used successfully to reduce the annual billion-dollar loss on foodstuffs. F. D. Bateman, a Chicago storage executive, tells about this new fumigant—page 20.

Legal Knots

LEO T. PARKER, an attorney, unties them on request for warehouseman and traffic manager. Borrow on his knowledge and experience. This authority also reviews the latest Court decision of importance to the industry—page 24.

Motor Freight

PROTECTING Storage Accounts with Motor Freight Control, by F. Eugene Spooner—page 28. Trucks and accessories now Federal-taxed—page 29. Indiana, Ohio, Louisiana and Kansas motor laws sustained by Courts—page 29. United

States Supreme Court upholds Texas and Kansas statutes—page 30. Miller North Broad's novel truck body—page 33.

News

STORIES of interest nationally. A. V. Mason organizes a contact corporation for refrigeration servicing—page 45. Walker resigns from "DSInc."—page 45. I. C. C. recommends rail carriers cease free crane service—page 46. Sted becomes manager of Ohio Terminal Co.—page 47. Necrology—page 49. New York State Barge Canal offers free storage—page 49.

Occupancy and Tonnage

THE GOVERNMENT'S latest figures indicate a slight recession in occupancy of merchandise storage space. On the final day of April the average for the entire country was estimated at 63.9 per cent, as compared with 64.3 per cent at the close of March. Turn to page 16 for March-April table and interpretive comment.

Railroad Competition

THE LATEST developments as this July issue goes to press. There are four phases: First, the New York hearing in the Warehousemen's Protective Committee case—page 10. Second, the petition filed at Washington asking an injunction against the free pool car distribution and cut-rate storage practices of the Southern Pacific Lines—page 11. Third, the policies of the New York trunk lines regarding storage rates—page 11. Fourth, the Port of New York Authority's proposal to broaden the scope of the railroad storage inquiry to include all north Atlantic ports—page 12.

Receipts as Collateral

A LOS ANGELES banker, William H. Schroeder, tells the California Warehousemen's Association convention delegates some things which are important for storage executives generally to know. Mr. Schroeder's paper begins on page 14.

Side Lines

THESE ARE an antidote for red ink in the operation of a household goods warehouse, according to William H. Schaefer, a Stamford, Conn., storage executive. Read Charles B. Barr's story—page 21.

With the Associations

KEEP ABREAST of the time's trends—know what the industry's trade organizations are doing. California W. A.'s annual—page 35. McConnell assails the Federal Warehouse Act—page 36. Central Illinois annual—page 37. Connecticut W. A. to celebrate tenth anniversary—page 38. Competitive sins in Detroit—page 38. Washington State's annual—page 38.

Directory of Warehouses	Pages 61-115
Where to Buy Department	Pages 51-57

DISTRIBUTION AND WAREHOUSING



The Business Paper of the Warehouse Industry

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Volume 31

NEW YORK, JULY, 1932

No. 7

DISTRIBUTION

Its Economic Relation
to Public Warehousing

Number 82

*Chain Stores. Changing Methods of Delivery of Goods to the
Unit Store of the Chain, and Large Reductions in
Average Inventory, Indicate a Trend of Deep
Significance to the Public Warehouse*

By H. A. HARING

No warehouseman needs to be told anything about the growth of chain stores. He knows, as every American does, that more than half of all the merchandise sold at retail in this country reaches the purchaser through a chain store. The percentage may be 61 or it may be 72. The figures matter little, and, whatever they may be today, they give every promise of being higher tomorrow.

Nor need any warehouseman be told that the old-style wholesaler is disappearing from business.

Although the wholesale house may be more or less doomed, there yet remains the necessity for someone to perform the wholesaling function—meaning by “function” that someone must stock and parcel out goods to the retailer, extend to him credit and see to it that he places orders for fresh merchandise.

Not all retailers require this wholesaling “function” all the time for all their goods, but the independent retailer cannot do business without some form of jobbing service between his store and the manufacturer; and even the most far-flung chain—such as the Great A&P and Kroeger in groceries, or Liggett and Owl in drugs, Wurlitzer in music and Woolworth in variety goods—finds it impossible to exist without the aid of jobbing houses. These great chains are themselves important wholesalers of merchandise, yet buy from 20 to 30 per cent of all their goods from other jobbers.

As already we have stated in these pages, this disappearance of the old-style wholesale house does not mean that “jobbing” will cease. It cannot. It does, however,

mean that we have eliminated the needless and wasteful practices of jobbing as once it existed. The handwriting is so clear on the wall that we all can read what it says:

The *jobber* of the old style has gone. But *jobbing* remains. The public warehouse, in order to insure its future, must take on many of the services formerly performed by the jobber. This is the golden opportunity for any warehouseman who expects to show profits in the next five years.

Very closely tied up with a broader sales service by the public warehouse, for the purpose of doing what the jobber once did, is the service of warehouses to chain stores. During these two years of lessened buying power in the hands of the people our chain stores have “tightened the belt” of their organizations for “famine operations.” They have managed to show profits in the face of smaller sales. Only a few of the weakest ones have gone to the wall, while fifty or sixty of the best-managed chains have come to the end of 1930 and 1931 with greater net profits than in the roaring years of 1928 and 1929.

This surprising result has been achieved principally through (1) large reductions in average inventory and (2) changed methods of delivering goods to the unit store. Both these are really but a part of a single aim—namely, that of doing the old volume of business with less goods on hand and less capital invested.

This change, much like the great change in our jobbing, carries a deep significance to the public warehouse.

FOR our present purpose we are interested only in the chains which sell merchandise at retail. Thus we shall omit all reference to those which sell a "service" rather than a commodity, either altogether or chiefly. Such would be: hotels, restaurants, laundries, barber shops, beauty parlors, banking institutions and financial houses, warehouses, trucking and bus companies, summer and winter resorts, and the like.

In order that we shall not overlook the great variety of goods sold through chain stores, we shall list the usual kinds of chains which sell merchandise at retail. They are:

- I. Food:
 - 1. Grocery
 - 2. Grocery and meat.
 - 3. Meat.
 - 4. Confectionery.
- II. Drug.
- III. Tobacco.
- IV. Variety:
 - 1. Variety (\$1 limit).
 - 2. Variety (\$5 limit).
 - 3. Variety (unlimited).
- V. Apparel:
 - 1. Ready-to-wear—
 - (a) Men's ready-to-wear.
 - (b) Women's ready-to-wear.
 - (c) Men's and women's ready-to-wear.
 - 2. Furnishings and accessories—
 - (a) Men's furnishings.
 - (b) Women's accessories.
 - 3. Hats—
 - (a) Men's hats and caps.
 - (b) Millinery.
 - 4. Shoes—
 - (a) Men's shoes.
 - (b) Women's shoes.
 - (c) Men's and women's shoes.
- VI. Dry goods.
- VII. Dry goods and apparel.
- VIII. Department store.
- IX. General merchandise.
- X. Furniture.
- XI. Musical instruments.
- XII. Hardware.
- XIII. Jewelry.
- XIV. Electrical goods:
 - 1. Household appliances.
 - 2. Refrigerators.
 - 3. Fixtures and supplies.
- XV. Automotive:
 - 1. Automotive and garage supplies.
 - 2. Accessories.
 - 3. Filling stations.
 - 4. Tires.
 - 5. Super-service stations.

As the eye runs down that list the mind is prepared to believe that 72 per cent of all goods bought at retail come from the "chain," especially when we think over the meaning of "VIII. Department store." For, in city after city, even the great department store of which we boast is found to be closely knit with similar stores in other cities into a mammoth chain of ownership.

Chains Do Wholesaling

IN the spring of 1932 the United States Senate was officially informed by the Federal Trade Commission that the chain stores carry on an immense volume of business as wholesalers—for "bona fide" wholesale sales made to outside concerns, excluding accommodation sales and excluding all transactions concerned solely with supplying merchandise to the chains' own retail units."

This wholesaling by the chains is important to the public because it proves that their gross profits, at retail, are higher than published figures had led us to believe. For, according to the Federal Trade Commission, "inasmuch as sales made at wholesale carry a substantially lower gross profit than sales made at retail, the larger the wholesaling part of a

chain's total volume, the more misleading is the total gross-profit rate."

One-eighth of our retail chains do this wholesaling, the one-eighth being, of course, the larger chains. A small chain of 50 retail stores or less hardly aims to wholesale. Its problem centers about those 50 stores, located in all probability within a single community. But the chain with 50-100 stores is tempted to turn jobber, for obvious reasons, while the chain of 500 stores has a great opportunity to buy goods at favorable prices and resell them to other retailers at a slight profit.

The chains with more than 1,000 units are in a position even more alluring for this purpose. Thus we learn that the two largest chain stores—The Great Atlantic & Pacific Tea Co. and The Kroeger Grocery & Baking Co.—are important jobbers of food products, as is also the Liggett Drug Co. for its line of goods. But these well-known names do not exhaust the list. They are merely typical of what is happening.

This wholesaling by retail chain stores is most important—and in the order named—for:

Musical instruments.
Groceries and meat.
Hardware.
Confectionery.

In these trades considerably more than 20 per cent of all sales are sales at wholesale to other retailers.

This prominence is probably attributable to the fact that competition in the buying of their goods has become so pronounced that the chains find themselves in possession of more goods than are required to supply their own retail units, or they have on hand under-grade merchandise not acceptable to the general run of their own retail customers. In consequence they resort to wholesaling to move quickly off their hands surplus goods and avoid the losses that would otherwise occur.

A share of this wholesaling, too, consists of sales at the wholesale price to welfare institutions and hospitals, industrial concerns and railroads, all of which are in the business world treated as entitled to the "jobbing" price for their needs.

When the chain store resorts to wholesaling in order to unload surplus merchandise, or when it definitely engages in the purchase of goods for resale at wholesale, this action undoubtedly permits the chain to sell at lower prices at retail. Or, looked at from the other angle, its retail price may represent a higher rate of profit than a competitor could have.

On this point, the Senate was told:

"That the use of the device of wholesaling enables some chains to sell on lower gross margins at retail than would otherwise be profitable seem scarcely debatable, inasmuch as the organization of the chain may permit a moderate amount of wholesaling without much increase in overhead or in the general cost of doing business."

From this report by the Federal Trade Commission we have stumbled upon a partial answer to the question: "What has happened to the jobber?" We know

that he is being eliminated. We also know that the jobbing function remains necessary to business. Retailers need some form of *jobbing*. A large number of them have turned to the chain stores, which for one reason and another but always for their own benefit, today do much wholesaling.

The Meaning to Warehousing

JUST how this wholesaling by the chains will affect the public warehouse is uncertain—at least to me the outcome is not clear. Possibly it may take away volume from the warehouses. It may bring business to them.

Whatever the effect may be, it is undeniable that the chains are increasing the volume they handle at wholesale. This statement does not apply only to groceries and drugs but seems to hold true quite as much of the less conspicuous chains, such as shoes, wearing apparel and furniture. So many of them have broken down the manufacturers' price that they can well afford to pass out goods to competing retailers and make a profit doing so.

One is reminded of the great Gillette organization which had to go into Court in 1931 to escape from a contract with one chain, (United Drug), under which the chain could undersell Gillette itself. The chain was jobbing Gillette blades both directly and through various "gyp" and "dummy" brokers at a price lower than Gillette's closest quotation to other chains or other retailers. The favored chain was, in fact, so favored by this contract that it made little effort to dispose of Gillette blades through its own retail stores. There was more profit in wholesaling them than in showing them on the counter. And the outcome of the suit was that Gillette handed over more than a million dollars to the chain in cold cash in order to get out of the bad bargain!

Although I am uncertain how this wholesaling will affect the warehouses I have come across two chains which have increased their patronage as the result of more wholesale volume.

One drug chain, through the person of a vice-president who is also the general manager, said to me in January when I interviewed him about leased space in public warehouses:

"Of the items we wholesale the bulkiest are patent medicines, rubber goods, fountain supplies and fountain equipment (chairs, tables, paper cups, straws), and druggists' cotton goods (absorbent, sanitary, gauzes, surgical). All these are in steady demand through the year and for one year after another. Yet the demand can not be jumped much in volume by cutting the price. People buy them when in need but will not look ahead."

"When the market is right or when a distress lot comes our way, we will take on unlimited quantities of such goods. Generally they come to us through a broker and we have to guess the real source. But those goods will not deteriorate. So, if the price warrants it, we will buy. The low price more than covers

CHAIN STORES AND WAREHOUSING

Proportions of Total Purchases of Merchandise by Chains

Kind of Chain	Manufacturers Direct, Per Cent	Wholesalers and Jobbers, Per Cent	Brokers and Commission Houses, Per Cent	Growers and Growers' Associations, Per Cent	Other Sources, Per Cent
Grocery	48.5	12.4	29.0	8.7	1.4
Grocery and meat	63.1	4.3	10.8	16.4	5.4
Meat	73.4	23.8	2.6	0.2	0.0
Drugs	73.3	20.4	0.2	0.3	0.7
Tobacco	50.8	8.7	0.3	0.2	—
Variety (\$1 limit)	91.0	4.3	3.6	0.5	0.6
Variety (\$1 limit)	60.0	31.1	8.9	—	—
Variety (unlimited)	68.3	23.1	8.6	—	—
Men's ready-to-wear	96.0	3.8	0.1	0.1	—
Women's ready-to-wear	93.7	6.1	0.1	—	0.1
Men's and women's ready-to-wear	93.3	6.6	0.1	—	—
Men's furnishings	83.4	16.6	0.0	—	—
Women's accessories	91.7	7.8	0.5	—	—
Hats and caps	38.7	1.3	0.0	—	—
Millinery	96.8	3.1	0.1	—	—
Men's shoes	98.0	2.0	0.0	—	—
Women's shoes	92.6	7.0	0.4	—	—
Men's and women's shoes	91.5	8.5	0.0	—	—
Drygoods	39.4	59.5	0.7	0.4	—
Drygoods and apparel	64.7	31.6	3.5	0.1	0.1
Department stores	88.8	10.3	0.5	0.4	0.0
General merchandise	21.4	72.1	2.9	3.6	—
Furniture	93.5	6.5	0.0	—	—
Musical instruments	73.6	26.4	0.0	—	—
Hardware	55.5	41.4	3.0	0.1	—
Average for all chains	75.5	7.9	7.3	7.0	2.3

These figures have been supplied by the Federal Trade Commission.

the cost of carrying and the warehouse's charges.

"Yes, . . . of course, . . . we stick them into a regular warehouse. You wouldn't expect us to use our valuable space for a slow mover like that!"

"We haven't the space for bulky lots. Our own warehouse is just a big transit shed where we assort the goods and shoot them into a truck for delivery. Our stocks move fast. If we filled up the house with stocks of goods like those we'd not have the room to move around. Inches count in our warehouse. It's not the place to store a pile that takes a whole aisle for six months."

An officer of another chain, wearing apparel for men, tells me that one great reason for doing so much wholesaling is that it comes into possession of large quantities of unsalable goods when it buys out independent retailers. He says:

"More than 30 per cent of the stocks we find in their stores are no good—that is, no good for us. We have to throw the stuff out. It has no demand with such a store as we run."

"But, in another sense, the stuff is worth something. So we job it off to other independents—the kind, you know, that are doing the sort of business the fellow did that we bought out. We give them credit, and good generous time to pay. But, in the end, we manage to get our money back."

"We wouldn't even consider putting the stuff into our own stockrooms. It would be a mistake to let any retailer boast that he bought it from our stock. Not for a minute! We store it with some public warehouse and have them deliver it in their trucks, not ours."

Sources of Merchandise

THE latest figures available as to the sources of chain store merchandise ought to be most illuminating to a warehouseman.

In an accompanying table, for 25 kinds of retail chain stores, is given in percentages the proportion of all their goods

bought from: the manufacturer direct, wholesalers and jobbers, brokers and commission houses, growers and growers' associations, and "other sources." The growers and growers' associations factor principally, of course, with meat and fresh produce.

This table is here printed for a deeper purpose than merely to exhibit a lot of figures. As shortly we shall see, it can be so read as to show one great reason for big profits to the chain, that reason, odd to say, having a direct connection with the warehouse distribution of goods.

From the table we find that the different kinds of chains stand in the following order, measured by the percentage of their purchases directly from manufacturers:

Kind of Chain	Rank	Percentage of Goods Bought Directly from Manufacturers
Hats and caps	1	98.7 %
Men's shoes	2	98.0
Millinery	3	96.8
Men's ready-to-wear	4	96.0
Women's ready-to-wear	5	93.7
Furniture	6	93.5
Men's and women's ready-to-wear	7	93.3
Women's shoes	8	92.6
Women's accessories	9	91.7
Men's and women's shoes	10	91.5
Variety (\$1 limit)	11	91.0
Tobacco	12	90.8
Department stores	13	88.8
Men's furnishings	14	83.4
Drugs	15	78.3
Musical instruments	16	73.6
Meat	17	73.4
Variety (unlimited)	18	68.3
Drygoods and apparel	19	64.7
Grocery and meat	20	63.1
Variety (\$5 limit)	21	60.0
Hardware	22	55.5
Grocery	23	48.5
Drygoods	24	39.4
General merchandise	25	21.4

From other sources, based on the operating results of all the chain store groups in the United States, it is known that these same 25 kinds of chains rank as follows for profits, as measured in percentage of total sales which finally become profits for the chain:

Kind of Chain	Rank, Based on Percentage of Profits to Total Sales
Furniture	1
Millinery	2
Men's and women's ready-to-wear	3
Hats and caps	4
Musical instruments	5
Men's furnishings	6
Drugs	7
Variety (\$1 limit)	8
Women's accessories	9
Women's ready-to-wear	10
Department stores	11
Women's shoes	12
Men's ready-to-wear	13
Men's and women's shoes	14
Variety (unlimited)	15
Men's shoes	16
Variety (\$5 limit)	17
Tobacco	18
Hardware	19
Drygoods and apparel	20
Drygoods	21
General merchandise	22
Meat	23
Grocery	24
Grocery and meat	25

By an intricate calculation, too complicated to be of interest on this page, it is found that the chances are 240 to 84, or about 3 to 1, that a chain store buying most of its goods directly from the manufacturer will make profits!

This may be seen for yourself.

Look first at the ranking of the chains for their percentage of direct buying. The ones which buy most from the manufacturers make the highest profits.

The first half of the list, ending with "department stores" at rank 13, shows up only 3 which do not rank in the first 13 for profits. The tail-enders, for profits, are also at the foot of the list as large direct purchasers of their goods.

And, in general, it will be seen that those chains which buy large proportions of their goods directly from the manufacturer tend to retain a larger percentage of the selling price for profits. Chains, on the contrary, which buy a smaller proportion direct and more from wholesalers and jobbers tend to show a smaller profit for themselves—"profit" in each case being taken as percentage of total sales.

Now the chains know this. They discovered it for themselves before I knew anything about it.

And, knowing it, they have started a mighty upheaval in their methods. Look at the very tail-enders of the profits list—"Grocery and Meat" and "Grocery"—the chains which do the largest volume, but which manage to keep for themselves the very least percentage of the cash rung up in the till. They rank, in the first table, as numbers 20 and 23—with a very low percentage of their buying from the manufacturer.

Since the day they came to understand this condition, they have switched.

Test the change for yourself. Watch the door of your favorite chain grocery.

From 6.45 in the morning to 6.30 in the evening the unit grocery store is visited by an endless procession of manufacturers' delivery trucks.

Chase and Sanborn deliver their own coffee. Formerly the grocery chain purchased that coffee in carloads, ran it through the warehouse, reassembled the cartons, and delivered the coffee to its own unit stores. Today, instead of placing one order with the manufacturer for a carload, the chain places a hundred

orders, with instructions to the manufacturer to do his own delivering to a hundred addresses. The chain's buyer sees to it, of course, that he benefits by the longest discount for the total quantity of all the buying.

The coffee man—and there will be eight of them at the chain unit's door during the day you keep watch—is closely followed by the Land O' Lakes butter truck. If not that brand it will be another one of the seventy of them which control the chain store business. He will quickly be shouldered out of the parking space by the Kraft Cheese deliveryman, or one of his competitors. There will be the delivery for candy, cookies, bread, cake, pretzels, milk, macaroni and what not.

All these products are either perishable or semi-perishable. But, for nearly everyone of the list, the grocery chains once made their purchases in bulk and arranged their own handling and delivering, whereas, today and increasing with each week, the same chains are laying upon the manufacturer the handling and the delivery. Incidentally, as of course they know very well, the manufacturer now assumes the loss from accident and spoilage and the manufacturer now shoulders the inventory. The chain store has no responsibility until the goods actually are laid down at the receiving sill of the unit store. The chain's total inventory is about a two days' stock, a week's stock at most.

One A. & P. unit which was checked for deliveries of this sort, during February of the current year, had 27 on Monday and 106 in a week; a Kroeger store, directly across the street, had 22 on Monday and 117 during the week; a Butler store in New York City, during March, had 31 deliveries of this type on Monday and 124 during the week. These deliveries, bear in mind, are in addition to the chain's own deliveries and in addition to wholesalers' and warehousemen's deliveries. They are only the deliveries as made by a manufacturer for his own goods.

Nor are deliveries of this sort restricted to groceries.

Counts, at about the same time of those just mentioned, showed manufacturers' direct deliveries such as 18 in a day to a unit of a drug chain (51 in the week), 11 in a day to a men's furnishing unit, 23 in a day to a musical goods unit, and 8 to a men's shoe store unit.

These goods are not perishables, but in each instance the buyer for the chain is doing what his brother-buyer for the grocery tried to do. The chain compelled the manufacturer to "hold the bag" as far as possible. The chain store in buying direct is so maneuvering its stocks that the manufacturer does not deliver at all until the chain needs the goods and then the delivery is made at the unit store. The chain avoids handling the goods through the intermediate stage of warehousing and assorting, to the end that inventory totals are kept down.

Hurrying Stock-Turn

NOTWITHSTANDING this effort to push back every expense upon the manufacturer the chains find it unavoid-

able that much bulk of goods must pass through their own warehouses. The new desire to hold down inventory figures has had its effect in their warehouses. They do all that is humanly possible to hurry up the turnovers of stock, so that less balance-of-stock-on-hand will buttress the same volume of sales through the unit stores.

One simple device now adopted by many of them is the night shift for their men.

Cars on incoming goods are unloaded at night. To some extent this has always been the rule with the big grocery chains, which handle huge quantities of packaged food. It has also been the custom for flour and sugar and beans, in order to clear the warehouse floors for outgoing lots during the day.

Under conditions of these two years, however, the unloading of cars at night has spread until it is now the rule rather than the exception.

But, having discovered that a warehouse crew can work at night for taking goods into store, it was but natural that the chains should try to withdraw from store during the same hours. The plan is worked as follows:

In the unit store, the store manager generally makes up his "want list" towards the close of the day. More often than not he does this after 6:30 when the door is closed. But, instead of thrusting this list into the mailbox for delivery at headquarters next morning, he telephones its contents at once. The mailed copy is in the nature of a confirmation of the requisition.

At headquarters, a staff of clerks—who now work at night in the same manner that banks operate night crews and just as the clearing houses have a "midnight clearance" six nights a week—receives these telephone orders and turns them over immediately to the warehouse staff. The goods for the unit store are brought out of stock, assembled and packed, and even loaded into the truck, all in readiness for early morning delivery. The unit store receives before nine the next morning the goods requisitioned after closing hour the evening before; whereas, under the old plan, a rush delivery was necessary to get the same goods in the afternoon and all regular deliveries came one morning later. Time of delivery from warehouse to store is cut exactly one day.

Two chains are known to have experimented with delivering at night. Others, too, may have tried such a plan. Both the two have abandoned the attempt, for the well-known reasons that pilferage is too easy, there are too many "errors" between deliveryman and receiving clerk at the unit, and too much retracing of routes is required to complete deliveries which prove to be impossible at night.

Some of the chains report appreciable savings from operating their warehouses at night. One shoe chain tells me this:

"We tried the night shift against our own better judgment. Our auditors recommended the step three years ago. In making their report for 1930 they in-

sisted that something of the sort would save us 10 per cent of our inventory, averaged during the year, and nearly 30 per cent during the off seasons.

"Out of New York stock we supply 41 stores. The night shift has been in effect for sixteen months and in that time we have cut inventories 24 per cent, making allowance for a recession in total sales. But that is only half the story. The night shift makes it possible to hold down odds and ends of our stock, so that the clearance sale at the end of each season doesn't catch us with so large a stock. We have less goods to sell at cut prices in order to clear out the remainders."

A grocery chain reports:

"We carry an average inventory of about \$4,000 for each store. By watching slow-moving goods and shifting them from one store to another we were able to cut this \$200 or \$250 a unit. But every time we got the average down to \$3,500 a store, the managers began to lose sales because they were out of stock.

"Then we experimented with a night force at the warehouse. We made it possible for the store managers to telephone in their orders any time up to midnight and have the goods early next morning. It took a long time to teach them that two dozen of an item would sell as much total for the store as four dozen used to do, but now they have learned it. We all have. Our inventory, per unit, is well under \$3,000, and that's a figure no one of us ever dreamed of reaching.

"It's all done in the warehouse. The night force shaves one whole day off of every delivery. That means all the way from 20 to 80 per cent better stock turn, and the average is well over 30 per cent."

"Overnight Arrival"

A CHAIN no sooner learns how to reduce its inventory, as run through its warehouse, then it expects a similar fast delivery from those manufacturers who deliver directly to the stores. If the unit's manager can telephone a requisition to the chain's warehouse at midnight and have the goods at eight the next morning, why can he not do the same to the manufacturer?

If you have ever solicited orders from chain store buyers, you know the answer: he can and he does. Whatever the chain demands of the manufacturer it gets. The manufacturer may squeal, but, in the end, he gives in.

The chains are compelling faster delivery from their manufacturers.

This means that lots of goods per delivery are smaller, usually by about one-half, and we are plunged into a new phase of hand-to-mouth buying. Any manufacturer who sells to chains must prepare his organization to meet this new demand for overnight delivery of goods—not overnight shipment but overnight arrival into the hands of the buyer's receiving clerk.

Some of the chains have cut the cost of handling goods through their own warehouses down to one-half or two-thirds of one per cent of the selling price.

In this result they have drawn circles around the wholesaler who was proud of 2 per cent or 2½ per cent, while the manufacturer's cost has been from 4 to 8 per cent, calculated the way his sales department figured the cost; or about 12 per cent, as the accounting department found it to be.

A warehouse is like a factory in one respect.

Best profits result from working the machinery—or the "plant" as it is usually called—to capacity. Double shifting the factory does not add to the general overhead. Nor do three shifts a day make any difference in these costs.

Just the opposite outcome results when overhead is laid upon the product. For, by doubling the volume of goods turned out with the same investment and the same overhead, the overhead is spread more thinly over the cost of the goods. Twice the goods means half as much overhead on each item. Three times the goods, as produced from three shifts of men, means one-third the overhead of single-shift operation, or two-thirds that of double-shifting the force.

Much the same result is obtainable from a private warehouse that operates at night. This lesson has been learned by many a chain, within two years. It is being learned by some manufacturers who have instituted night work for handling goods through their own storages.

New Warehousing Routine?

THE implication is very certain that public warehousemen will face the same situation.

ARMY BASE COMPETITION

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

One by one, but as surely as 1933 comes upon us, manufacturers will look to the public warehouse for what the chains have forced upon them. Those storers of goods who sell largely to chains and who look to public warehouses to store and handle the goods will most certainly begin to demand a faster service.

They will want some arrangement by which an order may be telephoned after business hours, probably up to midnight five days of the week, and the order received by a responsible clerk who can then so route it through the warehouse that the goods will be selected from stock, properly marked, and loaded into a truck during the night. It will then be necessary to schedule trucking routes so that drivers will leave the warehouse at six in the morning and cover their routes within two or three hours of that time, without any fuss and without special "rush" service of the sort that demands an extra charge. For, of extra charge, there can be none. This new delivery, with preparation of the goods during the night, promises to become a part of warehouse routine, as already it has been incorporated into the practices of the chains for their own men.

"One of the things we are doing," says the president of a famous chain to me, "is to train our men to night work. Maybe I ought to say 'accustom' instead of 'train.'

"Night work got to be a forgotten art

with most of us. The older generation grew up without knowing the meaning of the eight-hour day. We worked until the work was done. Then all businesses went to the other extreme of watching the clock. Every time a fellow put in an evening on the job he expected supper money and pay for the overtime. Men got out of the habit of working at night.

"That's what our company is getting at.

"Just now there is such a competition for jobs that men are glad to do anything to hold a place. We are weeding our men, from the store clerks right up through the managers and supervising force. We are hiring, and promoting, only men under 35, with the idea that they'll be with us for 20 years—long after this depression is written in the history books. And, in handling our men, we let them know they must expect overtime and a lot of returns to the store after they've snatched a bite. I'm not talking of the night crews, hired distinctly for night shifts, but I'm thinking of all the army of daytime employees."

Inasmuch as the chain stores control three-fourths of our retailing, their influence for night work will be felt. If they demand a filling of orders overnight, the manufacturer will be forced to comply; and, if he does to any great extend thus hurry up his deliveries, the warehouseman who represents him in the market must do the same. It is a certainty that many manufacturers have already yielded to this demand. Therefore our warehouses must be on the lookout, for the same demand will shortly come upon them, if, indeed, it has not already.

Developments in Situation Involving Competition by Government Army Bases

Leasing of Boston Army Base Now to Private Interests Is Opposed by Warehouse Group

DISTRIBUTION AND WAREHOUSING'S Washington Bureau,
1163 National Press Building.

OPPOSITION to lease of the Boston Army Base to private interests at this time was expressed by representatives of Boston warehousing interests at a hearing before the United States Shipping Board May 25-27. The hearing was called as a result of an application by the Boston Port Authority, a State-city body organized to develop the port of Boston, seeking lease of the pier to responsible commercial operators.

Representatives of the Port Authority declared that body did not favor any particular operator or group, but insisted that whoever received the lease must be "efficient and reliable."

Definite offers to submit bids for the pier were made by Gerrit Fort, representing a group of Boston men associated with Harvey Miller, former operator of the base under the name of Boston Tidewater Terminal Co., and by

A. W. Perry, Inc. Neither submitted any estimate of the amount they would offer for a lease.

Another offer was made by H. H. Wiggin, head of Wiggin Terminals, Inc., Boston, in the event the Board decided to turn the property over to a private operator. Mr. Wiggin did not submit a definite estimate. He opposed operation of the pier at this time by private interests, urging the Board to retain control of the property through the Merchant Fleet Corporation.

Those appearing for the warehousemen were Leland Powers, counsel for the Massachusetts Warehousemen's Association; Samuel G. Spear, president of the Massachusetts association and treasurer of Wiggin Terminals, Inc.; Charles E. Nichols, representing the Merchants Warehouse Co., Boston; E. D. Codman, president of the National Dock & Storage Co.; and Mr. Wiggin.

The gist of the arguments by the warehousemen was that lease of the pier to private operators at this time would result in unfair competition because of the low warehouse charges the private

Lease of Newark Base by Mercur Corp. Assailed at Hearing on Proposed Sale

DISTRIBUTION AND WAREHOUSING'S Washington Bureau,
1163 National Press Building.

SEVERAL attacks on the lease of the Port Newark Army Base, now held by the Mercur Corporation, Port Newark, N. J., were made at hearings held before the House military affairs committee May 23 and 26 and June 3 on a bill sponsored by the War Department which would authorize sale of the base.

John Philip Hill, former member of Congress and now attorney for New York commercial warehouse interests, charged that the lease was "entirely without legal authority." He said the Government had gone into the sugar storage business and loaned its property at \$1 a year to enable the Mercur Corporation to compete with commercial warehousemen.

Representative John J. McSwain, chairman of the committee, said he agreed that the lease was "illegal, un-

(Continued on page 17)

(Concluded on page 39)

A "Show-Down" Soon in Rail Competition Case

Latest Developments as Hearing Begins

By KENT B. STILES

HERE were the latest developments in the situation involving railroad competition with the public storage industry as this July issue of *Distribution and Warehousing* went to press late in June:

1. The Interstate Commerce Commission had set the Port of New York warehouse case for public hearing beginning at 10 a. m., on June 27. This is Part 6—the Warehousemen's Protective Committee's effort to drive the railroads entirely out of the warehouse business—of the Interstate Commerce Commission's Ex Parte 104, which is the Commission's general inquiry into railroad management.

2. Field investigators representing the Interstate Commerce Commission and the Attorney General of the United States had for several weeks been in Texas investigating the complaint which the Warehousemen's Protective Committee and the Texas-Southwest Warehouse and Transfermen's Association had filed at Washington in the form of a petition asking the Commission to request the Attorney General to institute a proceeding in equity in the Federal Court to restrain the Southern Pacific Company and other respondents from continuing free pool car distribution and cut-rate storage practices in serving shippers in cities in Texas. Judge

1. The New York Hearing

THE hearing scheduled to begin June 27, in Part 6 of Ex Parte 104, was expected to be conducted for approximately twenty days, or well into July, without adjournments of more than a few days' duration. The place selected for the hearing is the Great Hall of the New York State Chamber of Commerce, at 65 Liberty Street, New York City.

Several weeks in advance of the start of the hearing T. A. Adams, Sr., chairman of the Warehousemen's Protective Committee and chairman of the Manhattan Refrigerating Co., New York, announced that his group was "now in a position to present the cause of commercial warehouse companies without neglecting any important details." The group comprises about two hundred cold storage and merchandise warehouse companies in various cities, and the expenses of the investigation are being financed by those companies.

"Our case at the Port of New York," Mr. Adams said, "evidently involves every phase of the objectionable intrusion of the railroad companies into commercial warehouse business activities with resulting unjust discrimination against the independent commercial

warehouse companies that receive no concessions or gratuities from the railroads.

"At the Port of New York the seven great trunk line railroad systems

"1. Directly perform commercial storage and handling of freight on their piers at rates below their and our costs of such storage and handling services,

"2. Lease space on their piers and in their freight houses to warehouse patrons at rents lower than competing warehousemen can afford to meet,

"3. Lease railroad-owned warehouse facilities to subsidiaries at nominal rents,

"4. Give subsidies and gratuities to their subsidiary or allied commercial warehouse companies, and

"5. Use the great force of their traffic departments, which have representatives in every important community in this country, to divert business from competing commercial warehouse companies to the railroad warehouse enterprises.

"Within the past six years the trunk line systems have constructed several large commercial warehouses at the Port of New York, at a cost of construction exceeding \$50,000,000 in the aggregate. These new enterprises are now in the market here offering dry storage, cold storage, manufacturing space and

John J. Hickey, counsel for the committee and the Texas-Southwest association, was hopeful that July would bring some sort of a Court injunction against the respondents.

3. The trunk line railroads entering New York had deferred final action on the request of a group of New York port warehouse companies that storage and handling in-transit rates on certain commodities be increased to a point where warehousing would consider them compensatory. A spokesman for the warehouse group said he anticipated that early in the hearing starting June 27 the railroads would announce that such an increase would be made effective shortly thereafter.

4. The Port of New York Authority had petitioned the Interstate Commerce Commission to broaden the scope of the Commission's Part 6 of Ex Parte 104 to include an investigation into the warehousing and storage charges and practices at the other north Atlantic ports. Judge Hickey, again representing the Warehousemen's Protective Committee, filed an answer to the Port of New York Authority's petition. In his answer Judge Hickey requested that the Authority's petition be denied.

Taking these four situations up one by one:

office facilities in competition with commercial warehouse companies at the Port of New York and elsewhere at unduly low rents and at other forms of inadequate compensation which result in loss of business and large financial losses to competing commercial warehouse companies. The construction of commercial warehouses by the trunk line railroads has produced an exceptionally large surplus of warehouse space at the Port of New York and ruinous 'cut-throat' competition, the railroads being indifferent to the losses thereby inflicted on the commercial warehouse industry.

"We are in a position to show that the traffic buying motive of the railroads instigated the railroad intrusion into commercial warehouse service.

"In response to our request the Interstate Commerce Commission, using its expert accountants, made a comprehensive audit of the railroad books and records. We expect that this audit will fully disclose the railroad losses from their investments in and operation of commercial warehouse and storage projects.

"As stated, the Port of New York case will cover virtually every phase of the railroad intrusion into commercial warehousing. Using this case as a test case,

we will, for the commercial warehouse industry of the country, insist on condemnation of all such conduct of the railroads. Our unalterable position is that the statutes forbid the railroads, that are authorized to perform common carrier service, from engaging in any trade service including commercial warehouse and storage activities. If that is not the law then the railroads can confiscate the property in which commercial warehouse companies have invested two billion dollars. We have gained support for our position every day during the past year.

"From time to time, during the hearings at New York, we will issue bulletins announcing the more important developments in that investigation."

The effort by the Warehousemen's Protective Committee to bring an end to railroad warehousing in competition with private operators was begun in 1931. Auditors of the Interstate Commission have since made extensive examination of the books of the railroads serving New York, and these auditors were to be the first witnesses at the hearing starting June 27. They were expected to present detailed cost figures and exhibits covering construction and operation of railroad-owned terminals and pier space, and it was anticipated that their testimony would occupy fully a week's time.

Following the appearance of the auditors, Judge Hickey was prepared to call about twenty public storage executives as witnesses. Several of these, he said, would be from Cleveland and Chicago and other inland cities, and their testimony would be designed to show that their revenue has been curtailed because of the New York storage practices of the railroads. The warehouse witnesses' testimony was expected to require another full week.

2. Southern Pacific

THROUGH the petition which Judge Hickey filed with the Attorney General and the Interstate Commerce Commission on May 25, the Warehousemen's Protective Committee and the Texas-Southwest Warehouse and Transfermen's Association sought action by the Government, by injunction, to restrain the Southern Pacific Lines from—to use the words of Mr. Adams—"monopolizing the commercial warehouse industry of the State of Texas to the injury and damage of competing commercial warehouse companies in that State."

Following the filing of the petition, two Government field investigators started for Texas to investigate the situation as alleged in Judge Hickey's petition.

The proceeding in equity in the Federal Court, as requested by the plaintiffs, would, if brought by the Government, be under Section 4 of the Sherman anti-trust Act or Section 3 of the Elkins Act, one or both. These two and the interstate commerce Act are, the petition states, being violated.

The respondents whom the petitioners seek to restrain are the Southern Pacific Company, operating railroad and

RAILROAD COMPETITION

steamship routes; the Texas and New Orleans Railroad Company, which, operating in Texas, is controlled by the Southern Pacific; the Southern Pacific Transport Company, a Texas corporation controlled by the Southern Pacific Company; the Patrick Transfer & Storage Co., Houston; the Beaumont Transfer Co., Beaumont; the Electric Freight Agency of Texas, Inc., Dallas; the O. K. Warehouse Co., Fort Worth; and the Albert Morales Transfer Co., San Antonio.

The petition, after describing the character of the business of the warehouse companies operating in Texas, charges that on or about Jan. 15, "and throughout the period from that date to the date of the filing of this petition," the respondents "conspired and agreed together to monopolize and restrain trade and commerce among the several States, more especially the commercial warehouse traffic in the State of Texas;" "to destroy the established business of said Texas warehouse companies and to make their lawful warehouse businesses unprofitable and to gain, for said Southern Pacific Transport Company and said transfer companies, a monopoly of the merchandise warehouse business" of Texas, and to gain for the Southern Pacific Lines "a monopoly of the complementary interstate transportation" of warehouse freight.

The petition goes on to set forth in detail how and why, in the opinion of the plaintiffs, the Southern Pacific group has acted "with intent and purpose to divert warehouse business" from the Texas warehouse companies to the Southern Pacific group. These paragraphs in the petition allege free pool car distribution service tantamount to a departure from certain rules of the Consolidated Freight Classification and equivalent to violation of Federal statutes; and they allege that the respondents have "performed commercial warehouse services at points in Texas at compensation lower, in many cases 20 per cent lower, than the 'going' and prevailing rates" of the plaintiff warehouse companies for similar services, the Southern Pacific Lines thereby violating advantage and discrimination provisions of the interstate commerce and Elkins Acts. Other and kindred allegations are set forth.

The petition charges further that the Southern Pacific Lines "intend to continue" their practices, and that the plaintiff warehouses "have been and are being subjected to irreparable injury and damage." Tonnage has been diverted from the plaintiff warehouse firms, and their property values and their investments are being impaired because of loss of revenue and income, the petition sets forth.

The Southern Pacific's performance of commercial warehouse and storage services, the petition continues, "is beyond the charter powers" of the Southern Pacific Lines, and "the contracts, arrangements and agreements between the Southern Pacific Lines, acting as common carriers, and the Southern Pacific Transport Company and said transfer companies, acting as tradesmen, effects a commingling of the service of a public

servant with private business activity or trade service which, if not restrained, will deprive all competitors of the carrier-trader combinations, including railroads and warehouse companies, of the protection which the Congress intended would be afforded them by the interstate commerce Act, the Elkins Act and the Sherman anti-trust Act."

The petition alleges further:

"That the investment in commercial warehouse facilities, in the State of Texas, is approximately \$30,000,000 and in the United States is approximately \$1,600,000. The said investments will be impaired and jeopardized by continuance of the carrier-trader combination which will spread throughout the country if not restrained in the manner sought herein."

The petition asks the Interstate Commerce Commission to request the United States Attorney General to present a petition to the District Court of the United States for a summary investigation into the circumstances with a view to an injunction in restraint being issued against the respondents. A temporary injunction is requested pending a final decree.

The petition is supported by a verification document filed by Samuel P. Fleming as president of the Universal Terminal Warehouse Co., Houston, and as a member of the Texas-Southwest Warehouse and Transfermen's Association and as a member of the Warehousemen's Protective Committee. An appendix contains the membership list of the Texas-Southwest organization, and exhibits include the text of a letter which G. H. Vogel, Southern Pacific general agent in Buffalo, sent to shippers under date of April 29. This letter was published in the June *Distribution and Warehousing*.

3. Trunk Line Policy

FREIGHT traffic managers of the trunk lines serving New York met on June 2, with the authorization of the vice-presidents, to consider the direct appeal which a group of New York Port warehouse companies had made to the rail carriers that the latter increase in-transit tariffs, for both storage and handling, on certain commodities.

The carriers indicated as long ago as last January that rates such as these asked by the Port warehouses would be filed shortly thereafter with the Interstate Commerce Commission. The carriers' freight traffic managers opposed the proposed increases, however, and suggested the June 2 hearing for further consideration.

Late in June the increases asked by the warehouse group had not been put into effect by the railroads and it became known that final decision was being deferred until after the start, on June 27, of the Commission's hearing in Part 6 of Ex Parte 104.

At that time a spokesman for the warehouse group seemed confident that early in the hearing the railroads would enter into the record a statement committing themselves in principle to the

idea of granting an immediate increase in rates as requested by the Port warehouses.

4. Authority's Petition

THE following correspondence from Stephens Rippey of *Distribution and Warehousing's* Washington Bureau summarizes the situation involving the petition by the Port of New York Authority to extend the storage investigation to other north Atlantic ports, and Judge Hickey's petition filed in opposition to such proposed broadening of the scope of the Interstate Commerce Commission's inquiry:

**DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.**

BROADENING of the scope of the Interstate Commerce Commission's investigation into warehousing and storage by railroads at the port of New York (Ex Parte 104, Part 6) to include warehousing and storage charges and practices at other north Atlantic ports has been asked by the Port of New York Authority in a petition filed with the Commission by Julius Henry Cohen, of New York, and Wilbur La Roe, Jr., of this city, its counsel.

This petition, opposed by the Warehousemen's Protective Committee, is concurred in by the Merchants Association of New York, Brooklyn Chamber of Commerce, Chamber of Commerce of the Borough of Queens, and the Elizabeth (N. J.) Chamber of Commerce.

As an alternative to broadening the inquiry to include all north Atlantic ports, the Port Authority asks the Commission to institute independent and contemporaneous investigations into the warehousing and storage charges and practices at other north Atlantic ports.

The petition points out that New York is in "keen and constant" competition with other north Atlantic ports in obtaining export and import and other waterborne commerce, much of which is stored or warehoused at the port.

At present, it is said, storage and warehouse charges and practices at New York in large part are designed to meet the storage charges and practices at other ports.

On "information and belief" the peti-

tion says the Port Authority states that the practice of maintaining unduly low storage charges is by no means confined to the port of New York. Specific evidence to substantiate this can be produced, the petition says, adding:

"Because of the intimate relationship of the storage charges and practices at the several competitive north Atlantic ports and because of the necessity of each port offering storage charges and practices which are at least as favorable as those offered at competitive ports, if it is to compete for the traffic, it would cause serious injustice and injury to the port of New York for the Commission to investigate the charges and practices at that port and to require any change therein if the Commission did not at the same time investigate the charges and practices at the other north Atlantic ports and apply the same principles to the conditions found at such other ports."

Opposition to the Port Authority's petition was expressed in an answer filed with the Commission by John J. Hickey, of this city, attorney for the Warehousemen's Protective Committee. The Port Authority has not shown grounds or reasons that are sufficient to support its prayer that the Commission broaden the scope of the investigation to include an investigation into the warehousing and storage charges and practices at the other north Atlantic ports, Mr. Hickey said.

"There are more than 16 important Atlantic ports other than the port of New York," he said. "And there are 11 important Gulf ports and 9 important Pacific ports, making a total of at least 36 important ports in this country, not including the port of New York."

"Assertions similar to the general assertions made in the petition of the Port of New York Authority undoubtedly can be made in behalf of each of the 36 ports. If weight is attributed to such indefinite assertions, then the inclusion of each additional port within the scope of the investigation will provide grounds for broadening the scope of the investigation to include the 36 other ports."

Mr. Hickey pointed out that the investigation if confined to New York will produce an exceptionally large record, with the Warehousemen's Protective

Committee requiring "at least 10 days" of the hearing to put in its evidence. If the investigation is broadened, he said, it will lead to "confusion, the commingling of many different issues and many months of delay without any compensating benefits to the public or any party that participates in the investigation."

He called attention to the Elkins Act, violations of which are alleged by warehousing, and declared it shows the purpose of Congress to afford relief in cases of alleged violation by expedited proceedings in equity.

"Nevertheless," Mr. Hickey continued, "twelve months have elapsed since the committee brought the violations to the attention of the Commission and requested the expedited action. The petition of the Port of New York Authority is in direct conflict with the will of the Congress which contemplates an expedited hearing and determination of such violations of the statutes."

Mr. Hickey mentioned the Port Authority's statement that "the practice of maintaining unduly low storage charges is by no means confined to the port of New York," and declared a showing of unlawful conduct at other ports does not confer immunity at the port of New York.

"If certain unduly low storage rates at the port of New York are established and applied in violation of the interstate commerce Act and the Elkins Act, and if those charges subject complaining commercial warehouse companies to irreparable injury or damage there, we submit that the statutes require and compel condemnation of the unlawful conduct at the port of New York, irrespective of any or many unduly low or unlawful storage charges elsewhere," said Mr. Hickey.

"If there are unduly low storage charges elsewhere, what is the orderly procedure to be followed? It is not indefinite delay, and prolongation of the unlawful conduct at the port of New York, while every case of unduly low storage at ports and interior points is being challenged and tried out. The port of New York case should be expedited, and the conclusions reached in that case will serve as a precedent to abate similar unlawful conduct elsewhere."

—Stephens Rippey.

In the August Issue—

Distribution and Warehousing's editor will personally report the New York hearing in Part 6—the Warehousemen's Protective Committee's effort to end railroad competition—of the Interstate Commerce Commission's Ex Parte 104.

A comprehensive summary of the evidence and testimony will be published next month.

Container Shipping Passing Experimental Stage

Economy in Movement
of Household Goods

By EDGAR C. PALMER

Superintendent, The Smedley Company, New Haven, Conn.

THE packing of household goods in containers for shipment by either rail or water rather than in individual crates is no longer in the experimental stage. It has been accepted by progressive warehousemen throughout the country as being the most economical and practical method for packing shipments of this kind.

The many advantages of this type of packing are quite obvious.

First, the labor and material entailed to construct one large container are less than required for small crates to contain a corresponding number of cubic feet.

Second, the tare weight of the container is far lower than that of crates, and this greatly reduces freight charges.

Third, containers are bulky and heavy to an extent that makes it impossible for freight haulers and railroad men to toss them around as they frequently do crates, and so shipping damage is reduced to a minimum.

Fourth, it is both possible and practical to construct containers during slack seasons in the packing depart-

ment and store them up against time of need during the rush seasons.

Containers can be divided into two classes. One class comprises containers such as supplied by the Allied Van Lines, Inc., the Security Storage Co., Washington, D. C., and some of the railroads. The other class consists of containers, either crate or solid, that can be constructed in any packing room.

In theory, the idea of using permanent containers is excellent. In practice, our own company has always doubted its practicability. In the first place it is necessary to lay out considerable money for their original cost, and the potential number required is practically unlimited.

The furnishing of containers by railroads is not a good practice from the standpoint of a furniture warehouseman and should not be encouraged, for the reason that it places small truckmen on a par with any warehouse in that they can rent the containers just as easily as a warehouse can and probably quote lower prices for this type of service.

WE have divided the temporary containers into two classes—crate containers, which are nothing more than a large crate with a solid floor, mounted on skids and lined with waterproof paper; and solid containers, which are of slightly stronger construction, also lined with waterproof paper and equipped with lifting irons to be used by a vessel's cargo booms for ocean shipment.

It is, of course, necessary to arrive at a practical method for figuring the cost of building and packing one of these containers, and as they are used as an alternative to van shipments, where the distance is so great as to make the cost of shipment by van prohibitive, the most logical way to figure their cost is on a cubic foot basis.

Using the cubic foot as a base, it is quite simple to estimate with fair accuracy the weight of any given shipment. From this conclusion, as is frequently necessary with Government bids, an estimate may be made on a hundred-weight basis.

I submit herewith some figures that I have compiled after averaging the weights, measurements, and costs of a number of different shipments. These figures are based on the shipments of household goods containing the average percentages of furniture, books, and barrels. Of course a shipment that con-

HERE is an illuminating and informative contribution, founded on experience, to the moot discussion of the use of containers in shipment of household goods by rail.

The Smedley Company, a Connecticut member of the National Furniture Warehousemen's Association, builds its own units, and Mr. Palmer in the accompanying text tells why and how.

tains a larger percentage of books than usual would run to a heavier standard per cubic foot:

Furniture, wrapped and piled, uncrated, weight per cubic foot, 5 to 6 lbs.

Furniture, packed in a crate container ready for shipment, weight per cubic foot 7 to 8½ lbs., average weight per cubic foot 7½ lbs.

Weight of crate container, unpacked 1½ pounds per cubic foot.

Maximum weight of a solid container, equipped with lifting irons for export shipments, packed with furniture, 10 lbs. per cubic foot.

Cost of building and packing a crate container without cartage, per cubic foot, 9c.

Cost of building and packing a solid container with lifting irons, without cartage, per cubic foot, 11c.

Our charge to customer for building and packing crate container, without cartage, per cubic foot, 15c.

Our charge to customer for building and packing a solid container with lifting irons, without cartage, per cubic foot, 11c.

These charges do not include the packing of glass and china in barrels, or books, pictures or lamp shades in individual boxes. These charges include wrapping and padding the furniture, the same as when packed in individual crates.

Some warehousemen use furniture pads to pack their containers. There is no question but that this method of packing is cheaper than wrapping, but it entails tying up a considerable number of pads, if many shipments are being made, and there is always the trouble and expense of having the pads returned.

It is seen from the foregoing charges that the cost of building one of these containers is as low or lower than the cost of renting a permanent container, and paying the freight upon it from the point of origin. Each container of this type that is built in our warehouse is paid for by the customer. After arriving at point of destination, it is still in good condition and may be used by the

(Concluded on page 44)

Warehouse Receipts as Collateral for Loans*

Things the Banker Wants to Know

By WILLIAM H. SCHROEDER

Manager Foreign Department and Assistant Cashier
Citizens National Trust & Savings Bank of Los Angeles

THE interests of the warehouseman and of the banker are extremely close. Such collateral as stocks and bonds the banker can readily and conveniently hold in his own vaults. But the bulky goods on which the banker frequently lends money can not be carted into the bank and locked up there. The banker must depend on the warehouseman. That is to say, the warehouseman becomes the custodian of collateral which the banker has accepted against a loan. Such a loan often runs into considerable amount. It must be clear, I feel, that with matters of such importance at stake, mutual understanding between warehouseman and banker is to be encouraged.

It was realization of this fact, I assume, which prompted your president's invitation to me to speak here today. And it was that realization on my part which brought me here. If I can suggest any detail of possible improvement in method which might tend to remove some of the drawbacks which the banker occasionally encounters in warehouse receipts, I shall feel that I have done a service for us both. Our interests are one, in the matter of the warehouse receipt. Its acceptability to the banker (as evidence of collateral) may be vital to the financing plans of the man who has goods stored with you. He is your customer, and he is our customer. We both wish to serve him, to satisfy him. We

wish him to prosper. On his continued success our own success depends.

I was the more willing to come to you because I feel that you can better appreciate the position and the problems of the banker than can representatives of a great many lines of business activity. The very nature of your business gives you an insight into some of our operating conditions. You are custodians of other men's property, trustees, bailees for hire. So are the banks, in many of their dealings. Your customers rely on your ability to deliver their goods back to them on demand, or at such time as may have been agreed upon. So do the bankers' customers, in many matters.

Another similarity between your responsibility to customers, and ours, is to be seen in the comparison between the warehouse receipt which you issue and the pass book which the bank issues to depositors. Both indicate the terms under which goods or money are entrusted to us. Both indicate the terms under which goods or money may be withdrawn. The pass book for the commercial account is, in a measure, comparable to the non-negotiable warehouse receipt. Withdrawals need not be posted on either the receipt or the pass book. Nor is it necessary that either one be returned by the customer. The negotiable receipt has this in common with the savings account pass book: both are presented for proper indorsement or entry of withdrawals.

PERHAPS it will aid our further mutual understanding if I make a few comments on the general subject of security for loans made by banks. Whether that security be stocks, bonds, goods in storage or other property is secondary. What is of first importance is that the collateral be the property of the borrower; that it be of sufficient value amply to protect the loan; that it be readily marketable; and that the bank shall be able to secure possession in case of necessity.

When the banker asks collateral, it is not with the idea nor the intention that he will later claim that collateral. The last thing the bank desires, in handling a loan, is to be forced to sell the security on which the loan is based. It means delay in recovering the use of its working capital. It piles up additional cost against the handling of the loan. It not

infrequently jeopardizes customer goodwill. But the banker must protect the funds with which he operates. That is demanded of him by law, as well as by good business practice.

The warehouse receipt is as well established in banking practice as stocks and bonds, for use as collateral. But there are differences in the degree of desirability of stocks and bonds. Listed securities are to be preferred over unlisted. Investment securities are to be desired over the speculative. The reasons are too obvious to need comment. Just so, not all warehouse receipts are equally attractive to the banker. For example, if the goods covered by the receipt are perishable, it would be unwise to accept that receipt as collateral for any loan which did not call for early maturity. Otherwise deterioration of goods might leave the bank with no valuable protection at all.

The banker must ask also whether the goods covered by the receipt is sub-

ject in price to more than ordinary fluctuations. If so, it is not desirable collateral. It must be of a reasonably stable value. And, of course, it must be goods which is readily marketable. For, in the event the banker must claim it, in order to sell it and recover the amount of his loan, he will wish to have it on his hands for as short a time as possible. Those are the more general questions bankers must ask about warehouse receipts.

The banker's further questions in which you, representing the warehouse industry, will be more directly interested are these:

Are the goods actually in the warehouse?

Can they be reached, if possession must be taken?

Is the warehouse responsible?

Is the receipt negotiable or non-negotiable?

Is it properly endorsed?

A responsible warehouse is not neces-

* Paper read at convention of California Warehousemen's Association in Los Angeles, May 27.

BANKING AND WAREHOUSING

sarily one that is the last word in fire-proof construction. The physical equipment of the warehouse is important, to be sure; just as the strength of the bank vault is important to the customer who has placed paper with the bank for safekeeping. But the stoutest walls and the most formidable locks in the world are useless without conscientious and watchful guarding. When the banker does not know the warehouse from past experience, he is forced to seek information.

Here is an actual incident which occurred in our own bank recently, in connection with a large acceptance credit. Our customers enjoyed our full confidence. From a credit standpoint he was entitled to the desired loan. The commodity offered to secure the loan was a readily marketable staple, upon which prices are matter of daily quotation. Insurance was amply covered. So far every factor affecting the loan was entirely satisfactory. The warehouse receipts covering the collateral were issued by three different warehouse companies, in three different cities. None of the three was known to us. We desired to learn their financial condition, ownership, management, bond, class of buildings, fire risks. Facts you will agree, that we were not merely justified in seeking, but obligated to seek. We should, indeed, have been lax had we failed to seek the information, as all the points are vital in the warehouse business.

We had to ask information from the warehouse companies themselves; we sought it also from banks in their communities and from the State Railroad Commission. In the particular case I am citing it was possible for us to arrange the loan without waiting for the reports. We knew the borrower so well that we could reasonably depend on his choice of warehousing. But suppose our relations with the borrower had been less intimate. Suppose, for example, it had been a first transaction. We should then have been compelled to await full returns from our investigation of the responsibility and the practices of the individual warehouses before final action could be taken. Had the matter been one requiring immediate payment for goods, to complete a contract of purchase, you can see what a hardship that would have worked on the customer.

Another experience of ours recently revealed that the warehouse in which goods were stored was in reality a subsidiary holding of the borrower. It is difficult for the bank to look upon such a warehouse as the bank's custodian, in anything like the same degree as an entirely independent warehouse.

It is more than difficult; it is impossible, in view of Federal Reserve Act requirements. By that Act, the prime requisites of warehouse acceptance credits are:

1. That they cover readily marketable staples.

2. That the warehouse receipts conveying security title to the merchandise must be issued by an independent, *bona fide* warehouse, absolutely out of control of the borrower, properly safeguarded

and managed by warehousemen who know their business.

This matter of the character and responsibility of the warehouse is so important that banks sometimes make personal investigation. We have found an extreme case in which goods were actually in danger from the elements. We have found cases in which goods were not properly marked, in which protection against possible burglary and fire were inadequate, in which the plant was not satisfactorily guarded and patrolled at night. Warehouse receipts from such a plant do not meet the demands of sound banking.

You gentlemen are interested in the same way as the banker, it seems to me. Much of the merit of the public warehouse, from the viewpoint of the merchant or the producer who uses your storage space, is that he can use your receipt in financing his activities.

You are, in other words, selling him something much more important than mere storage. You are selling him something which has the recognition of the banking world. If he discovers that some individual warehouse corporation operates under methods which make its receipts less acceptable to the banker than those of another warehouse, is he not likely to feel something the same lack of satisfaction he would experience if he were to discover that the warehouse were lacking, say, in fireproof protection? You are directly concerned with that question. It is not one which involves the relation between you and the banker. It involves the relation between you and your customer. That is, it is a matter of your source of income.

I do not assume that among the members of your association are to be found any of the shortcomings which I have pointed out. I assume that the warehouse receipts you issue measure up fully to the most exacting demands a banker could impose. Yet you suffer every time another warehouse, operating with less care and less thought for his obligation to your industry, issues a receipt which cannot be accepted in support of a customer's loan at the bank.

It would simplify the banker's problem in accepting warehouse receipts if he could be assured that all public warehouses followed uniform practices, if he could be assured that all measured up to a set of established standards. It would, I think, be desirable also from your point of view. I have observed in almost every line of business a growing tendency to regulation. Such regulation is either self-imposed or imposed from without, as a function of Government. Self-regulation, if it be prompted by a broad-minded view of the needs of the public, as well as of the individual business activity, will often be wiser, and I think it will certainly be less costly than outside regulation. The latter is generally the result of hostile attitudes of mind and may easily go to extremes that are unnecessary.

How can the warehouseman make warehouse receipts more acceptable to the banker as collateral security for loans? That was the question your presi-

dent asked me to discuss. I have pointed out the things the banker needs to know, in order to make the individual receipt acceptable. There is no question as to the acceptability of receipts in general.

Now, then, suppose I put the thing to you in the form of a question.

Has your association a set of standards to which each member subscribes, and to which each one measures up? Does that set of standards satisfy the requirements which the banker, operating under the Federal Reserve, must demand? (Let me repeat those requirements, which I mentioned a moment ago: the warehouse receipt must be one issued by an independent, *bona fide* warehouse, absolutely out of control of the borrower, properly safeguarded and managed by warehousemen who know their business.)

No doubt your association follows the standard terms and conditions for general merchandise and cold storage warehouses, as established by the U. S. Department of Commerce, as well as the requirements of banks. If it does, your next step is to let the banker know about it. You will find the banker more than glad to have an authoritative, responsible list of warehouses that come up to his requirements. The banker will then wish to know how much information your association can furnish on non-member warehouses. Or, if you would be reluctant to release such information, how can you aid the banker in determining the standing on non-members? Can you devise some method of rating warehouses, as an ordinary business is rated by financial reporting organizations? If you wish to know facts about a bank, you may consult a bankers' directory, which will give you a considerable amount of data on capital, resources, deposits, personnel, etc. Can you furnish the banker, or refer him to a source of information that will give full details of ownership, management, capital, bond, class of building, capacity, safeguards, date of establishment, bank references?

The banker wants this information. He needs it. But he wants it, not to challenge the failure of any individual warehouse to render the fullest service to its customers. The banker wants the information so that he may be able to make the warehouseman's service to his customer even more useful.

The banker wants to use the warehouse receipt. But he must first be justified in regarding that receipt as standing actually for what it is supposed to stand for.

If your association can cooperate with the banker in eliminating all doubt as to any individual receipt, you will have done yourselves a service, you will have done the banker a service, you will have done your customer a service. Yes, and you will have done general business a service.

So I repeat, if you can aid the banker in his search for information which he must have, do so. I cannot speak with authority for the California Bankers Association, but I believe that if your association were to authorize its officers

(Concluded on page 39)

Occupancy Figures Indicate a Slight Recession

April 30th Mark

0.4% Lower

By KENT B. STILES

PUBLIC MERCHANDISE WAREHOUSING MARCH-APRIL, 1932

Division and State	Per Cent' of Floor Space Occupied		TONNAGE								
			Received During Month		Equivalent No. of Lbs. per Sq. Ft.		Delivered on Arrival		Equivalent No. of Lbs. per Sq. Ft.		
	Mar.	April	Mar.	April	Mar.	April	Mar.	April	Mar.	April	
NEW ENGLAND (Total)	54.4	54.9	14,919	14,705	10.9	10.7	6,201	5,598	4.6	4.1	
Vermont and New Hamp.	70.7	76.4	81	65	2.6	2.0	40	1,364	1.3	..	
Massachusetts	50.5	49.6	7,473	9,057	8.6	10.4	3,698	3,156	4.3	3.6	
Connecticut	79.1	80.3	2,252	1,757	9.9	7.7	2,153	2,047	9.4	9.0	
Rhode Island	49.7	56.3	5,113	3,826	20.8	15.8	310	395	1.3	1.6	
MIDDLE ATLANTIC (Total)	62.9	64.1	164,012	133,199	21.4	17.4	11,314	10,727	1.5	1.4	
N. Y. Metropolitan Dist.	Total (1)	64.1	65.6	132,165	101,813	22.8	17.5	3,337	3,969	0.6	0.7
Brooklyn	58.9	60.7	66,995	43,397	20.4	13.2	1,364	2,062	0.4	0.6	
Manhattan	63.7	65.3	21,460	21,952	28.3	29.1	1,546	1,250	2.0	1.7	
Nearby New Jersey	73.6	74.5	37,249	30,855	22.7	18.8	427	622	0.3	0.4	
All other Met. Dist.	78.7	79.7	6,461	5,609	50.7	44.0	..	35	..	0.3	
N. Y., except Met. Dist.	56.8	54.7	8,458	9,673	11.7	13.4	4,489	3,852	6.2	5.3	
N. J., except Met. Dist.	55.5	52.1	729	709	7.6	7.4	152	131	1.6	1.4	
Pennsylvania	60.1	52.7	22,660	21,004	22.0	13.7	3,336	2,775	3.2	2.7	
E. NO. CENTRAL (Total)	66.7	65.2	79,048	77,020	16.0	15.7	21,386	19,419	4.3	4.0	
Ohio	65.6	65.7	16,578	14,399	14.1	12.1	8,368	7,908	7.1	6.7	
Indiana	77.1	72.0	4,958	4,864	12.1	11.8	1,255	1,513	3.1	3.7	
Illinois, except Chicago	73.1	71.3	5,837	5,481	24.6	23.1	2,228	1,385	9.4	5.8	
Chicago	66.1	64.3	29,957	27,387	20.3	18.4	3,313	3,122	2.2	2.1	
Michigan	65.9	65.0	17,133	20,278	13.3	16.6	3,706	3,722	2.9	3.1	
Wisconsin	58.5	54.0	4,585	4,611	13.1	12.8	2,516	1,769	7.2	4.8	
W. NO. CENTRAL (Total)	63.1	62.6	47,271	50,035	17.0	17.9	24,467	16,799	8.8	6.0	
Minneapolis & St. Paul	52.4	53.1	990	1,235	8.5	10.6	725	693	6.2	6.0	
Minneapolis and St. Paul	68.8	68.0	12,948	14,220	16.7	18.0	7,126	6,239	9.2	7.9	
Iowa	56.1	51.5	8,922	8,001	25.1	23.0	3,353	3,477	9.4	10.0	
Missouri, except St. Louis	60.8	61.3	8,564	8,655	17.5	17.7	1,313	1,432	2.7	2.9	
St. Louis	68.7	70.4	5,252	5,176	12.3	12.1	291	300	0.7	0.7	
North Dakota	77.0	76.5	2,022	2,360	16.4	19.1	161	466	1.3	3.8	
South Dakota	67.2	64.7	1,172	977	16.9	14.1	1,000	627	14.4	9.0	
Nebraska	54.5	55.2	4,344	5,478	14.8	18.7	1,966	1,661	6.7	8.6	
Kansas	57.0	54.9	3,057	3,933	21.8	28.0	8,532	1,904	60.8	13.6	
SOUTH ATLANTIC (Total)	66.5	65.6	49,324	34,827	28.2	20.5	10,227	9,939	5.8	5.9	
Maryland and Delaware	64.7	62.0	33,666	21,799	33.7	21.8	1,462	1,132	1.5	1.1	
District of Columbia	78.2	78.3	2,108	1,665	22.3	18.3	1,833	2,063	19.3	22.6	
Virginia	68.7	66.5	2,360	1,623	17.2	11.9	454	496	3.3	3.6	
West Virginia	84.9	80.9	1,522	1,323	18.6	16.1	735	1,235	9.0	15.1	
North and South Carolina	59.3	61.3	1,962	1,733	10.2	12.0	614	432	3.2	3.0	
Georgia and Florida	66.3	71.8	7,706	6,684	31.7	27.5	5,129	4,581	21.8	18.8	
SOUTH CENTRAL (Total)	66.9	66.0	29,634	29,245	12.7	12.5	17,484	14,808	7.5	6.3	
Kentucky and Tennessee	55.2	59.0	3,607	2,938	10.7	8.1	2,187	2,415	6.5	6.7	
Alabama and Mississippi	69.2	66.4	1,585	1,519	16.6	16.1	876	1,006	9.2	10.6	
Arkansas	69.6	69.9	1,216	1,392	9.1	10.5	1,018	1,157	7.6	8.7	
Louisiana	66.2	65.8	10,820	13,392	11.8	14.6	912	671	1.0	0.7	
Oklahoma	65.4	65.3	7,625	5,655	55.8	49.6	8,906	6,364	65.1	55.8	
Texas	69.5	67.3	4,781	4,349	6.7	6.0	3,585	3,195	5.0	4.4	
MOUN. and PAC. (Total)	67.3	64.9	37,455	36,151	12.8	12.5	21,329	26,447	7.3	9.1	
Idaho and Wyoming	63.8	64.1	280	507	7.1	12.8	247	216	6.3	5.5	
Montana	58.0	87.8	522	362	11.6	8.1	247	188	5.5	4.2	
Arizona and New Mexico	61.9	56.9	666	540	6.8	5.8	538	508	5.5	5.5	
Utah	57.2	56.8	1,656	1,410	22.3	19.0	232	164	3.1	2.2	
Colorado	70.1	63.0	2,156	1,991	10.0	9.2	2,001	1,471	9.3	6.8	
Washington	70.2	71.5	4,759	4,476	19.5	18.3	2,967	2,866	12.2	11.7	
Oregon	60.9	60.6	6,082	7,036	24.7	28.6	6,638	12,959	27.0	52.1	
California	67.7	65.0	21,334	19,829	10.9	10.2	8,459	8,075	4.3	4.2	
TOTAL FOR UNITED STATES	64.3	63.9	421,663	375,182	17.7	15.8	112,408	103,737	4.7	4.4	

(1) Because of the importance of this territory, figures are shown separate from the State total. The figures for March have been revised; those for April are preliminary.

THE Government's March-April release, on June 14, covering public merchandise occupancy and tonnage, indicates a slight falling off in occupancy at the end of April as compared with final day of March.

According to these Bureau of the Census, Department of Commerce, figures, the average occupancy for the entire United States on April 30 was 63.9 per cent, as against 64.3 per cent on March 31, or a recession of four-tenths of 1 per cent.

April 30th's 63.9 per cent, which is provisional, compares with the percentages recorded for the last day of April for the four preceding years as follows:

1928	1929	1930	1931	1932	
Last day of April...	69.8	71.8	69.7	65.9	63.9

The tonnage figures in the accompanying March-April table indicate that in April a smaller percentage of goods arriving at the reporting warehouses entered storage (out of the total volume received) during April than in the earlier month.

In April, 478,919 tons arrived at 1394 reporting warehouses; of this volume, 375,182 tons, or approximately 70.0 per cent, entered storage, the balance being delivered on arrival. In March the total arriving volume was 534,071 tons, of which 421,663 tons, or 79.0 per cent, entered storage, the balance being delivered on arrival.

The provisional 70.0 per cent for April compares as follows with the April figures for each of the four preceding years:

1928	1929	1930	1931	1932	
April	77.3	75.9	78.7	78.4	70.0

Occupancy

THE 2.0 per cent average decline, for entire country, on this past April 30, from the level recorded for the previous year's corresponding date was not reflected in Massachusetts, Connecticut, parts of the New York metropolitan district, Michigan, North Dakota, District of Columbia, Georgia-Florida, Alabama-Mississippi, Arkansas and Montana. The greatest gain was in Connecticut. Elsewhere in the country, recessions were reported.

The following comparisons are available across five years:

ARMY BASE COMPETITION

	Occupancy— End of April					
	1928	1929	1930	1931	1932	
Mass.-Vt.-Me.-N.H.	44.8	50.1	50.6	...	...
Mass.-Vt.	...	50.1	50.6	...	...
Vt.-N. H.	...	...	78.9	76.4		
Mass.	...	...	48.6	49.6		
Conn.-R. I.	52.2	65.7	59.3	...		
Conn.	...	...	62.1	60.3		
R. I.	...	...	68.7	56.3		
N. Y. Met. Dist.	80.5	76.5	67.9	60.6	65.6	
Brooklyn	80.3	79.1	63.8	58.4	60.7	
Manhattan	77.7	68.8	76.0	66.2	65.3	
Nearby N. J. & other	82.4	76.8	67.0	...		
Nearby N. J.	...	...	57.7	74.5		
All other	...	...	51.5	79.7		
N. Y. State	77.8	74.3	68.6	...		
N. Y. State except Met. Dist.	...	...	62.2	54.7		
N. J. State	82.8	78.0	65.6	...		
N. J. State except Met. Dist.	...	...	60.4	52.1		
Penn.	71.6	71.2	72.7	63.5	62.7	
Ohio	69.9	87.8	82.1	74.7	65.7	
Indiana	74.8	81.7	77.8	76.3	72.0	
Illinois	77.0	78.7	80.5	...		
Ill. except Chicago	...	...	72.1	71.3		
Chicago	78.1	79.1	82.0	74.6	64.3	
Michigan	75.2	67.6	74.3	64.5	65.0	
Wisconsin	88.1	84.5	79.1	63.3	54.0	
Minnesota	71.8	76.9	74.1	...		
Minn. except Mpls. & St. Paul	...	...	63.2	53.1		
Mpls. & St. Paul	72.5	77.5	74.6	69.6	68.0	
Iowa	75.8	67.9	69.1	62.8	51.5	
Missouri	73.7	81.1	77.6	...		
Mo. except St. Louis	...	...	76.3	61.3		
St. Louis	70.9	81.7	74.8	74.6	70.4	
No. & So. Dak.	70.0	93.3	82.5	...		
No. Dakota	...	...	66.7	76.5		
So. Dakota	...	...	72.0	64.7		
Nebraska	71.2	69.8	63.6	72.2	55.2	
Kansas	74.2	84.8	74.2	73.3	54.9	
Del.-Md.-D. C.	55.8	53.4	67.8	...		
Del.-Md.	...	...	62.7	62.0		
D. C.	...	...	74.9	78.3		
Va.-W. Va.	72.2	70.4	85.5	...		
Virginia	...	...	85.7	66.5		
W. Virginia	...	...	84.4	80.9		

Occupancy—
End of April

No. & So. Car.	63.0	68.7	70.0	67.7	61.3
Ga.-Fla.	70.9	70.6	62.0	71.1	71.8
Ky.-Tenn.	68.3	76.8	71.2	68.9	59.0
Ala.-Miss.	80.0	81.4	73.7	65.7	66.4
Ark.-La.-Okla.	57.0	80.3	71.4	...	
Arkansas	...	...	...	69.5	69.9
Louisiana	...	...	...	66.6	65.8
Oklahoma	...	...	...	76.6	65.3
Texas	54.8	58.5	54.7	67.8	67.3
Ida.-Wyo.-Mont.	72.8	64.0	72.2	...	
Ida.-Wyo.	...	...	...	69.5	64.1
Montana	...	...	...	77.1	87.8
Ariz.-Utah-Nev.	...	...	...	...
N. M.	74.3	77.2	...	...
Ariz.-Utah-N. M.	...	...	76.2	...	
Ariz.-N. M.	...	...	...	69.0	56.9
Utah	...	...	...	60.7	56.8
Colorado	74.2	75.0	68.5	75.4	63.0
Washington	55.0	68.0	71.6	74.0	71.5
Oregon	72.1	67.2	69.5	64.0	60.6
California	72.1	78.2	72.4	69.2	65.0
Average U. S.	69.8	71.8	69.7	65.9	63.9
Warehouses reporting	...	1321	1218	1511	1388
	1394				

Comparing the April 30 occupancy percentage (provisional) in the table on the opposite page with those of March 31, it is disclosed that the decline of four-tenths of 1 per cent as the average for the entire country was not reflected in Vermont and New Hampshire, Connecticut, Rhode Island, the New York metropolitan district, Pennsylvania, Ohio, Minnesota outside the Twin Cities, Missouri, Nebraska, District of Columbia, North and South Carolina, Georgia-Florida, Kentucky-Tennessee, Arkansas, Idaho-Wyoming and Washington. Elsewhere there were recessions.

Tonnage

As already pointed out, the percentage of volume which entered storage this past April, out of the total arriving tonnage, was smaller than the percentage recorded for April of 1931.

By divisions the comparisons across five years are as follows:

	Percentage Entering Storage—April				
	1928	1929	1930	1931	1932
New Eng.	74.2	85.5	70.0	72.9	72.4
Middle Atlantic	79.1	85.8	87.5	90.0	92.5
E. No. Central	85.4	85.0	85.7	84.0	79.9
W. No. Central	72.1	69.8	76.9	72.3	74.9
South Atlantic	78.9	53.5	79.1	74.3	77.8
E. So. Central	77.3	79.4	74.8	58.4	56.6
W. So. Central	74.7	80.2	75.7	73.1	68.5
Mountain	50.9	61.0	55.8	60.2	64.5
Pacific	66.6	64.0	64.8	69.2	56.7
Entire country	77.3	75.9	78.7	78.4	70.0
Warehouses reporting	1321	1218	1511	1161	1254

Comparing this past April's (provisional) percentages with those recorded for March, it is disclosed that while the average decline for the entire country was 9.0 per cent, there were advances in five of the nine sections.

The comparisons by divisions for the two months follow:

	Percentage Entering Storage—1932		
	March	April	Change
New England	70.6	72.4	+1.8
Middle Atlantic	93.5	92.5	-1.0
E. No. Central	78.7	79.9	+1.2
W. No. Central	65.9	74.9	+9.0
South Atlantic	82.8	77.8	-5.0
E. So. Central	62.9	56.6	-6.3
W. So. Central	62.9	68.5	+5.6
Mountain	61.8	65.4	+3.6
Pacific	64.0	56.7	-7.3
Entire country	79.0	70.0	-9.0
Warehouses reporting	1256	1254	

Developments in Situation Involving Competition by Government Army Bases

(Continued from page 9)

interests could make due to their relatively low overhead. It was generally agreed that the Shipping Board had been eminently fair in its announced policy of refusing to compete with private warehouse interests.

The only fly in the ointment was the storage of wool at the Army Base by the National Wool Marketing Corporation, a Federal Farm Board subsidiary. Most of the warehousemen, however, recognized that this constituted something of an exception and that if the wool had not been stored at the Army Base it would have gone to some other Government storage place and not to commercial warehouses.

Storage of the wool was opposed by Walter W. McCoubrey, traffic manager of the Port Authority, who said it should be placed in local warehouses. He said the wool was taking up space which should be used for unloading cargo and declared Boston warehousemen were losing more through storage of the wool at the terminal than they would lose if the terminal were leased to private operators.

The warehousemen, however, contended that the Port Authority and the private operators seeking the terminal wanted to operate it as a general stor-

age warehouse. This was stoutly denied by Mr. McCoubrey and others.

Despite his previous denial that he favored operating the Army Base as a general storage warehouse, Mr. McCoubrey provided what probably was the highlight of the entire hearing, as far as the warehousemen were concerned, when he practically admitted general storage would result under his interpretation of in-transit storage.

This came on the last day of the hearing, Mr. McCoubrey having completed his testimony two days before. Commissioner R. K. Smith interpolated some questions while Mr. Wiggin was testifying, the former asking Mr. McCoubrey if he favored general storage at the Army Base. Mr. McCoubrey said he did not; that he favored only in-transit storage.

Commissioner Smith then pressed him for his interpretation of the term "in-transit storage," finally asking Mr. McCoubrey the specific question whether he would consider traffic arriving at the Army Base by boat and destined to a point near Boston which could be reached by truck ("say, six miles from Boston") as in-transit storage.

"Yes," replied Mr. McCoubrey.

Warehousemen who attended the hearing declared this admission proved con-

clusively their contention that general storage was contemplated at the Army Base. Traffic of the nature described by Commissioner Smith, they said, could not, under any circumstances, be considered in-transit, but would be entirely local. In-transit storage, they declared, meant traffic destined to points in the interior of the country, generally necessitating a rail haul.

Speaking for the warehousemen, Mr. Spear said the pier represented a war surplus and should not be used in competition with privately operated warehouses which have fixed overhead charges to meet and which pay heavy taxes.

"We prefer continued operation of the Army Base by the Shipping Board for the present for three principal reasons," Mr. Spear said.

"They are (1) because a large part of the space is tied up with Farm Board wool under contracts which have another year to run; (2) railroad storage rates and practices are in a process of adjustment in the Interstate Commerce Commission's investigation in Ex Parte 104, Part 6; (3) uncertainty of business conditions at this time."

The Shipping Board was better qualif-

(Continued on page 39)

National Chamber Against Government Competition

**Business Leaders Seek
a Path to Prosperity**

By S. LEWIS BREVIT

STRIVING to find a way back to prosperity, twenty-five hundred business leaders, representing virtually all industries, were in session at San Francisco, during the week ending May 20, attending the annual convention of the Chamber of Commerce of the United States.

Of interest to warehousing is the fact that two of the seventeen new directors elected for two-year terms to fill vacancies are identified with the storage business.

Harry F. Byrd, president of the Winchester Cold Storage Co., Winchester, Va., and a former governor of Virginia, now represents on the Chamber's board the territory known as Election District III.

Joseph W. Evans, president of the Lake Charles Compress & Warehouse Co., and chairman of the Port Commission of Houston and president of Houston's Board of Trade and its Chamber of Commerce, was elected to represent Election District VII.

The resolutions adopted by the Chamber are summarized on the opposite page. Among other subjects considered is one of particular interest to the storage industry—that having to do with the Federal barge lines operated by the Government-subsidized Inland Waterways Corporation. This was referred to a committee for further study, "for the reason that this subject has recently been included in the report of the committee on inland water transportation and is now before the committee on Government competition."

The Chamber's national councillors adopted a resolution expressing their judgment that the board of directors "should provide for an immediate study of national prohibition with regard to its effect on social and economic conditions, and on Federal revenues and expenditures," and that recommendations should be placed before the Chamber's members for a referendum vote as early

as practicable before Dec. 1—that is, before Congress again convenes. The Chamber's newly-elected president, Henry I. Harriman, Boston, chairman of the New England Power Association, appointed a committee headed by J. Walter Drake, Detroit, to make the prohibition study.

Jesse A. Bloch, vice-president of the Bloch Bros. Tobacco Co., Wheeling, W. Va., and J. S. Critchfield, president of the American Fruit Growers, Inc., Pittsburgh, were elected directors representing the Department of Domestic Distribution. Malcolm A. Keyser, president of the M. A. Keyser Fireproof Storage Co., Salt Lake City, was a candidate for this position.

Warehousing's delegates at the convention included the following:

Representing the National Furniturists Warehousemen's Association, Herbert B. Holt. One of the Chamber's national councillors, Mr. Holt, is secretary of the Bekins Van & Storage Co., San Francisco, and is western regional vice-president of the N. F. W. A.

Representing the American Warehousemen's Association and the California Warehousemen's Association, S. M. Haslett, president of the Haslett Warehouse Co., San Francisco; Herbert C. Stone, manager of the Terminal Refrigerating Co., Los Angeles; A. T. Gibson, president of the Lawrence Warehouse Co., San Francisco, and a national councillor; Henry F. Hiller, president of the San Francisco Warehouse Co., San Francisco; and L. A. Bailey, San Francisco, secretary of the California Warehousemen's Association.

On the subject of Government competition the Chamber's resolution in full reads:

"The earnest position of the Chamber of Commerce of the United States against the government engaging in any form of business enterprise in competition with its citizens has been repeatedly expressed.

Since the last annual meeting the membership has been enlisted in a survey of the forms and extent of government competition. Much information has thus been brought together and placed at the disposal of the special committee which was appointed by the Board of Directors to study the subject in all of its phases. This committee has submitted a progress report and will shortly present its considered recommendations.

"This report will be very timely because of the pressing need for economy in government spending and in view of the increasing burdens of taxation. While the committee in its progress report found it impossible to determine exactly the cost of business activities of the Federal Government it is certain that reported losses and deficits are extensive. Large sums are now spent by the Federal Government upon business and commercial ventures of its own. In addition to direct losses, there are at once detriments to private citizens engaged in lawful pursuits and important losses to the Government by reason of its deprivation of revenues which would be derived from these enterprises if conducted by citizens and taxpayers."

Wittichen to Greet Elks

When the national convention of the Elks opens in Birmingham on July 10 the delegates will have Carl F. Wittichen, president of the Wittichen Transfer & Warehouse Co., to thank for the comforts and conveniences to be provided. He is chairman of the local entertainment committee.

Smith on Parade Committee

Arthur C. Smith, vice-president of Smith's Transfer & Storage Co., Inc., Washington, D. C., served as vice-chairman of the Confederate Veterans' parade, reviewed by President Hoover, on June 25.

Here Are the Chamber's Resolutions, Summarized, as Adopted at San Francisco

TAXATION AND GOVERNMENT EXPENDITURES

THE Chamber called on the legislative and administrative officials of Federal, State and local governments for reduction in governmental expenditures, elimination of unnecessary and questionable activities and "most careful procedure in the expansion of old, or the assumption of new, activities, to the end that the private citizen and business may be relieved from the present intolerable burden of taxation."

BALANCED BUDGET

IT called on Federal, State and local officials "to balance their budgets both by the elimination of all unnecessary expenditures and the increasing of such equitably levied taxes as may be necessary as an emergency measure."

VETERANS' LEGISLATION

ALLUDING to the 1924 law providing a plan based on adjusted service pay, to cost net approximately two billion dollars across twenty years, the Chamber declares that this plan should be allowed to continue in accordance with its present terms, "but all other provisions of law which have been enacted in recent years, and under which men suffering no disabilities from war service are recipients of benefits costing many millions of dollars annually, should be repealed."

FEDERAL AID AND SUBVENTION

THE urgent need for reduction in all public expenditures makes timely, the Chamber held, a careful examination of the bases for Federal aid in all its forms and the results which have been obtained, "in order that those forms, and those amounts, which may now be fully justified may be continued."

WAGES ON PUBLIC WORKS

"BELIEVING that it is in the public interest that those public funds devoted to decrease of unemployment should be utilized to provide the largest amount of employment consistent with reasonable compensation, we ask that the existing limitations should immediately be repealed and that no further consideration should be given to the enlargements of these eliminations now before Congress."

GOVERNMENT COMPETITION

RITTERATING its position against the Government engaging in any form of business enterprise in competition with its citizens, the Chamber pointed out that "large sums are now spent by the Federal Government upon business and commercial ventures of its own," and that "in addition to direct losses, these are at once detriments to private citizens engaged in lawful pursuits and important losses to the Government by reason of its deprivation of revenues which would be derived from those enterprises if conducted by citizens and taxpayers."

INTERSTATE BARRIERS

IN order that every part of the country "may have its greatest opportunity it must have the fullest possible access to all parts of the domestic market," the Chamber asserted, and "business men should seek to have the laws of their States conform to the principle that no impediments should be placed upon the normal and legitimate methods of merchandising within their borders the products of other States."

ECONOMIC COUNCIL

WIDESPREAD approval already having been given to concerted business planning extending throughout the country—relationships of production to consumption; methods by which wage levels should be determined and maintained; and the extent to which foreign trade, both export and import, should be encouraged and the methods which should be used—the Chamber expressed its confidence "that the efforts which are being made will result in important accomplishments."

CHAMBERS OF COMMERCE

HOLDING that Chambers "have become an essential part of our civic and commercial life, and that they have rendered signal service during periods of emergency," the Chamber declared that "they should always have the best the business men of the community can give them in support and in personal participation," in order that they may "maintain a constant leadership in performing their purposes."

TRADE ASSOCIATIONS

THERE is "no substitute for efficient trade associations," and "their development is not only in the interest of the field of enterprise to which they are devoted, but also in the public interest," the Chamber said.

ANTI-TRUST LAWS

AMPLE provisions "should be made immediately" by the House of Representatives for the proposed inquiry into the applications of the Federal anti-trust laws and the changes which present conditions may indicate and require for the national welfare and in the public interest, the Chamber stated, to the end that the results may be placed before Congress when it again convenes. Further, "every effort should be made to develop means for stabilization of all industries with promotion of the public interest through the general benefits which will follow."

RETAIL MERCHANTISING

"IN its legitimate forms and methods, retail merchandising should be free from unjust and discriminatory laws, State and Federal. We recommend to business men's organizations that they should oppose all proposals for such legislation."

AGRICULTURE

HOLDING that agriculture "must be made more generally and dependably prosperous," the Chamber advocated repeal of the provisions of the agricultural marketing Act under which the Federal Farm Board has bought and sold commodities "in so called stabilization activities." Such action, said the Chamber, "will prepare the way for a united national effort to obtain a national agricultural policy worthy of the place agriculture occupies, and should continue to occupy, in the United States."

CREDIT FOR AGRICULTURE

FOR purposes of the emergency, Federal credit agencies for agriculture already in existence should be strengthened in their operations, the Chamber held. "To this end the Federal intermediate credit banks should call up the additional capital available to them, and should make their operations more effective, both through improved working relations with country banks and through increase in the number of substantial agricultural credit corporations under capable management. Legislation should encourage the formation of agricultural credit corporations of a type which will attract substantial capital." Further, "all parts of the Federal farm loan system should be enabled to deal with their related institutions on a basis that will permit the latter to make loans at rates in harmony with credit conditions in the areas which they serve."

BANKING

THE Chamber announced that it had ordered printed immediately the banking committee's report on the subject of strengthening the structure of American banking and improving banking practices, and that the committee had been requested to continue its examination and to prepare a further report for referendum of the membership.

SILVER

"AS the government has been chiefly responsible for declines and fluctuations in the price of silver, and all countries have been affected by the consequences, it is fitting that they should through international conference endeavor to bring that adjustment among the monetary standards of all countries which will promote the trade and welfare of all."

MERCHANT MARINE

"THE support of the American merchant marine requires that the Government should utilize its facilities to the fullest extent possible and refrain from operating competing services."

SAFETY OF LIFE AT SEA

IN order that American shipping may not be at disadvantage, the Chamber urged ratification, by the Senate, of the International Convention on Safety of Life at Sea, to go into effect next Jan. 1.

COMPETING FORMS OF TRANSPORTATION

UNREGULATED competition with regulated forms of transportation "is unfair, contrary to the public interest in the losses which are caused, and inequitable to shippers whose interest is in dependable service and conditions, and the Chamber urged its directors to make impartial studies and present recommendations "to protect the public interest."

RAILROAD COMPETITION

"RAILROADS should be authorized to provide all those services of transportation which are most advantageous to the areas which they serve."

TRANSPORTATION ACT

"WE advocate immediate and retroactive repeal of the recapture provisions of the Transportation Act of 1920."

EMPLOYMENT EXCHANGES

OPERATION of free employment agencies "is a proper function of State and municipal governments," and "the Federal Government should limit its functions to coordinating State and local agencies, providing them with adequate services of interstate clearance." Further, "organizations of business men should interest themselves in establishing privately administered free employment services to supplement the activities of public agencies."

EMPLOYEES' RETIREMENT ANNUITIES

THE Chamber asked all employers to act on the Chamber's committee report recommending provision for retirement of superannuated employees.

UNEMPLOYED?

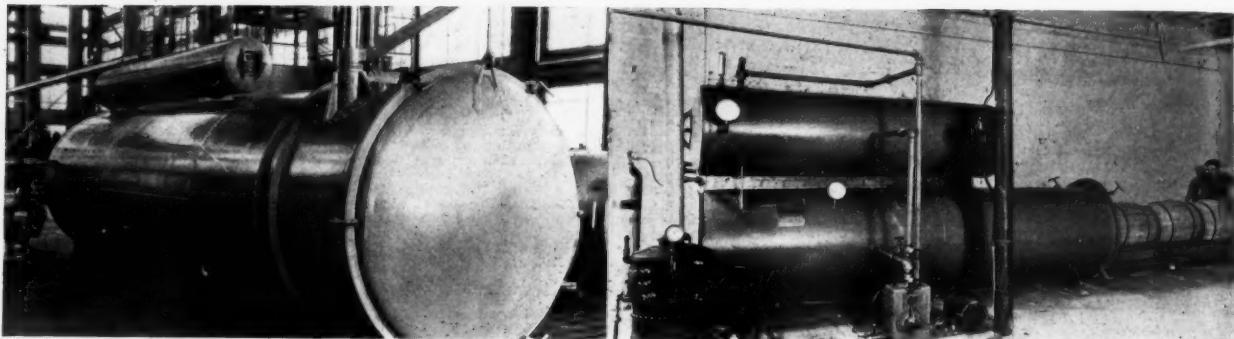


A No-Cost Service

Any storage executive or employee who is out of a job during this period of depression, or who is threatened with loss of his position, or who desires to make an advantageous change, may, without cost, insert a "Position Wanted" advertisement in *Distribution and Warehousing*.

Such "ads" will be "blind" ones. Correspondence will be kept confidential.

Send your advertisement to *Distribution and Warehousing*, 249 West 39th Street, New York City.



Left, Guardite vacuum equipment for custom sterilization of various commodities in the Griswold-Walker-Bateman warehouse, Chicago. Right, nuts in barrels being sterilized in the plant of the Barnhart Mercantile Co., St. Louis

Eliminating Loss Due to Insect Infestation

Government-Developed Gas—"Guardite"

By F. D. BATEMAN
Griswold-Walker-Bateman Co., Chicago

ONE billion dollars loss! It is conservatively estimated that insects place this unbelievable burden every year on foodstuffs alone. No wonder that the prevention of such a loss has been the subject of study for many years.

Any number of methods have been attempted. Cold storage retards insect growth but does not eliminate it. Hermetically sealed containers are efficient but too expensive for bulk commodities. The use of a proper insecticide kills such adult insects and worms as can be reached. Complete sterilization is possible, however, only by treating the infested products with a concentrated gas in an airtight inclosure.

Many such gases have been placed on the market but their uses have been extremely limited on account of various undesirable qualities such as inflammability or even explosive propensities; extreme toxicity to man; slow vaporization; chemical instability; corrosive tendencies; affinity for fatty oils and other chemical contents of certain products; changing the color of or leav-

ing a disagreeable taste or odor in commodities treated.

It remained for the United States Government, itself, through the Department of Agriculture, to develop a gas that combines all the properties necessary for insect elimination and that possessed none of the drawbacks cited. A patent on just such a gas was issued in February, 1931, to Ruric C. Roark and Richard T. Cotton, and assigned to the Government and "the People of the United States."

Commercially this gas is marketed under the trade name "Guardite" and is distributed by The Guardite Corporation of Chicago, whose slogan is "Safeguarding the Foodstuffs of the Nation."

In order that "Guardite" may be used in the most economical way and so that "Guardite" processing may consume the least possible time and always be absolutely efficient, the Guardite Corporation supplies a complete service which includes the installation of the necessary equipment as well as the furnishing of the gas.

ONE of the illustrations in this article shows a typical "Guardite" installation in the warehouse of the Griswold-Walker-Bateman Co., Chicago. Wellington Walker, president of Griswold-Walker-Bateman organization, says:

"Guardite" enables warehouses to render a new type of service and has opened the way to a new source of profit. Not only is the warehouse proprietor in a position to secure a profit by rendering his customers' goods 100 per cent sterile, but he is able to secure new storage business. Commodities that formerly had to be cold storaged in order

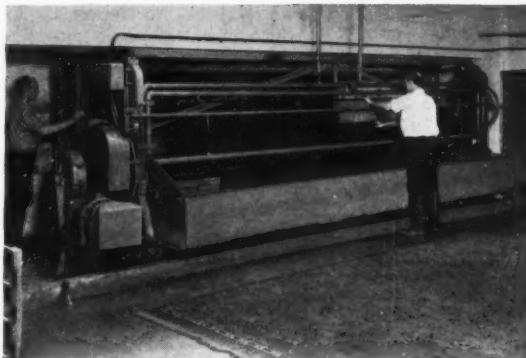
to retard insect infestation can now, after having been 'Guardite' processed, be stored in general merchandise warehouse space at a very decided saving to the customer.

"The saving on a storage bill on a 30,000-pound carload of nuts, for instance, over a three months' period, is more than 10 per cent as compared with cold storage rates. And for a period of six months storage this saving is increased to approximately 30 per cent. 'Guardite' thus both effects a saving to the customer and brings additional profits to the warehouse."

Complete sterilization of commodities is not possible by killing the three forms of insect life usually easily discernible to the naked eye; *i.e.*, the adult insect, the larva or worm, and the pupa or cocoon stages. The egg, which frequently is microscopic in size, must also be devitalized if further development of insect life is to be eliminated. The actual method of accomplishing this is as follows:

A vacuum tank of suitable dimensions is installed, the one illustrated at the left on this page, being 7 feet in diameter by

(Concluded on page 23)



What the clubwomen of Stamford, Conn., see when they visit the Schaefer warehouse. Left, a large rug passing through the wringer. Right, rugs being shampooed

Side Lines an Antidote for Red Ink

By CHARLES B. BARR

For Schaefer They
Bring Profits

SIDE lines form the most effective antidote for depression in the warehouse industry. This conclusion has been reached by William H. Schaefer, Stamford, Conn., storage executive, after an exhaustive experiment in merchandising types of service which lie outside the standard routing of furniture warehousing.

The firm of William H. Schaefer & Son, Inc., has weathered the current economic crisis with black ink still decorating its books—a feat which, the president says, could not have been accomplished without the broad policy of general home furnishings maintenance service which has been developed out of the original experiments with side lines.

"Had it not been for our side lines," according to Mr. Schaefer, "1931 would have been an unsatisfactory year for our company. As it was, we made a good profit."

In addition to the four standard warehouse services—furniture storage, moving, packing and shipping—the Schaefer organization handle these side lines:

QUOTING this warehouse president further:

"By rotating our employees from one department to another we are able to cover the variety of fields without overloading our payroll. If one department is idle, work in another can usually be found, keeping the proper balance. Versatility is thus a prime requisite, but the type of men we are careful to hire finds little difficulty in learning several kinds of work well.

"We lay out a definite schedule each day, based on the orders at hand. One man or group of men may spend two hours in the rug cleaning department, two hours in furniture cleaning, and the remainder of the day at some other task.

WILLIAM H. SCHAEFER, who was executive secretary of the National Furniture Warehousemen's Association before he set up business for himself in Stamford, Conn., may justly be termed one of the country's leaders in developing side lines in household goods warehousing.

His plant has been visited by many storage executives interested in this subject.

Mr. Barr here tells what Mr. Schaefer is doing, and why.

1. Rug cleaning.
2. Rug repairing.
3. Rug dyeing.
4. Cabinet work and upholstery.
5. Upholstered furniture cleaning.
6. Refinishing and lacquering of wicker, rattan and fibre furniture.
7. Moth extermination.
8. Fur and garment storage.
9. Sale of new furniture, rugs and carpets.

The Schaefer firm is not a large organization, as warehouse companies go, and the variety of services mentioned could not be operated at a profit if the company had to maintain separate staffs for the nine departments, according to Mr. Schaefer, and that the firm has been able to show a substantial profit on these side lines is due, he believes, "to the fact that we engage only the most capable and versatile men available."

Complete flexibility of operation and workmanship is maintained in this manner.

"Rug and carpet cleaning is the most profitable of our side lines, with dyeing and repairing of rugs showing an excellent margin also. Furniture cleaning was only recently added to the list, and the volume is naturally less, but we believe it has splendid possibilities.

"Our new furniture sales department is an innovation also. This business is showing a constant increase. This is another instance where we have been able to take advantage of our contact with customers to sell them something additional to mere warehouse service."

The Schaefer list of prospects varies

from 9000 to 11,000 names. It is repeatedly checked to avoid unnecessary waste. The persons on the list are reached at frequent intervals by first class mail. While the cost of mailing first class is naturally higher, the impression created on the recipients is, in Mr. Schaefer's opinion, decidedly better. Inasmuch as such promotion literature is aimed at upper middle class and well-to-do groups in society, the impression created by the mailing pieces must be the best.

Carpet-cleaning is about the only side line which will bear extensive individual exploitation and still show a profit, Mr. Schaefer states. Other lines sell themselves and each other through the medium of word-of-mouth advertising and the natural hook-up with the standard divisions of the business.

One of the most effective exploitation methods of the Schaefer company is a tie-up with women's organizations. This builds large prospect-lists and tremendous good will. It has proved especially successful in promoting the firm's side lines. Two thousand live prospects were added to the company's list by this method during 1931.

Members of the women's organizations in Stamford and neighboring communities are invited to spend an afternoon visiting the plant and learning how each operation in a furniture warehouse is carried out. The visiting groups are limited to 35 persons and are taken through the entire plant by a guide.

Certificates

Each visitor is asked to write her name and address on a card provided for the purpose, and is also furnished a "participation certificate." This certificate makes it possible for the visitor to earn money for her particular organization by having work done by the Schaefer company. The certificate, printed in green and black in the form of a bond, contains the following information:

"The purpose of this certificate is to cooperate with certain organizations by giving them an opportunity to increase their revenue by the application of special effort on the part of the members.

"This certificate may be used by the member to whom issued or transferred by the member to anybody who will use it in behalf of the organization. This certificate must be used within sixty days after date.

"This certificate is to be turned in to William H. Schaefer & Son, Inc., with order for any one or combination of services indicated on back hereof, and at the end of the month in which remittance is made 10 per cent of the total of remittance will be forwarded to the treasurer of the organization, accompanied by this certificate. Certificates can NOT be used in part payment of accounts. The 10 per cent is intended solely for the organization."

On the back of the certificate are listed the departments and services of the company, with asterisks denoting those which are included in the participation plan. Shipping, storage of household

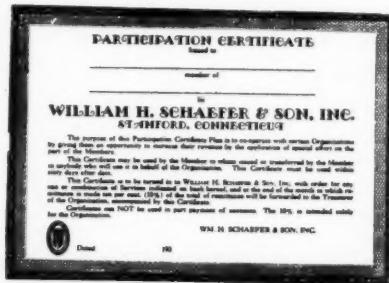
goods, fur and garment storage and sale of new furniture, rugs and carpets, are services upon which the organizations receive no commission, due to the low profit margin on these lines.

Space for a complete office record is also provided on the reverse side of the certificate. The certificates are numbered in sequence and are closely checked so that there is no possibility of their being misused. A person turning one in with an order for work to be done may ask for and receive another. Mr. Schaefer believes that the 10 per cent commission is well worth paying in consideration of the volume achieved.

The purpose of the certificate plan is obvious:

It encourages women's societies and clubs to organize visits to the warehouse and results in much larger turnouts than would be possible if the club officers had no incentive to stimulate attendance.

So successful has the plan proved that the company finds inspection tours by these groups booked far in advance; in fact, one on every day which the concern



is willing to devote to the purpose. Visits are not permitted on Mondays, Saturdays, or during the period around the first of each month, in order not to interfere with business routine on those busy occasions.

The certificate plan was inaugurated this year and during the first three months proved highly effective.

In 1931, when the 2000 prospects referred to were secured, the company made a practice of paying 50 cents "a head" into the treasury of the organization whose members made the visit.

Mr. Schaefer believes that the certificate plan is more practicable as a means of stimulating business, but found that even the half-dollar-a-person system paid excellent dividends. The concern secured enough immediate business from each visiting group to more than cover the cash outlay, he says, and this does not take into consideration the value of the prospect list or later business which was not directly traceable.

Extermination

In developing markets for its demotalling service, the concern never refers to it as "moth proofing," preferring to employ the term "moth extermination service." Also, Mr. Schaefer says, "while we are firm believers in all types of insurance, buying it from a standpoint of maximum protection rather than low premium, and carry all standard types

from plate glass to damage, we never mention 'insurance' or 'guarantee' in referring to our moth service." He continues:

"We find that the offer of straight moth extermination is sufficiently attractive to the householder without any additional claims, and this policy has eliminated a lot of bickering and headaches for us."

There are still a number of potential customers who are willing to pay a fair price for service rendered, the Stamford warehouseman declares, adding that the number was surprisingly large, judging from his own experience. This applies not only to home service work, but to the standard lines of warehousing as well. An illustration will bear out this point:

Last summer, having heard so much about the growing importance of price in merchandising, Mr. Schaefer tried an experiment to determine just how effective the purely price appeal was. Using extensive newspaper advertising, he offered to move a van-load of furniture anywhere within the city limits for \$10—a startling reduction in the usual cost of such a job—and waited for the flood of orders to pour in.

There were several "catches" in the proposition, all plainly stated. The offer covered only moving from ground floor to ground floor; it did not include setting up of furniture, and required the householder to do practically all the incidental work, such as rolling up rugs, etc., himself.

Few inquiries were received. When the offer had been fully explained, each of the inquirers replied in effect: "I'd rather pay your regular price and have you do the work." Some weeks after the offer had expired, a woman who apparently had just heard of it called and wanted the \$10 service. She explained that she lived on the fourth floor of a block and that the piano and other furniture would have to be lowered through a trapdoor on the balcony, etc.—all for \$10. P. S.—Mr. Schaefer did not take the job.

Self-Advertising

WAREHOUSE side lines have the additional value of advertising the standard services, Mr. Schaefer points out. When a householder has a rug cleaning or demotalling job done, she pays for it, of course, but at the same time she is impressed with the thought that if and when she has need of moving, shipping or storage service, the company can handle it for her. Thus the warehouse company is actually being paid to advertise itself. The side line work not only pays a profit, but serves as an advertisement for the concern.

Mr. Schaefer says that in a great many instances his concern has been called on for warehouse service by persons who had previously had side line work done, thus proving his theory about the advertising value of the home service departments.

"Carpet-cleaning gives one entry to the home," he points out. "We call on our customers at least once a year with

regard to this work, and find carpet-cleaning customers are good prospects for new furniture, a department recently inaugurated with us, but which is building up nicely.

"We spend a lot to advertise our storage, moving and packing. If a warehouseman is also a carpet cleaner, he gets paid for his own advertising. Our customers are paying us for the privilege of thinking about us, as well as having their work done.

"I believe that the more a warehouseman thinks about side lines, the better off he is. Furniture cleaning, for instance, is becoming more and more important. The fact that the Rug Cleaners' Institute has changed its name to Cleaners of Home Furnishings is an indication of the trend.

Complete Service

"THE warehouseman must be in a position to offer a complete service. We go into a house and take dry cleaning, rug cleaning and fumigation work. The housewife then suggests some other type of service that she needs, and if we can't handle it we are placed in an embarrassing position. This means that we must get into home service from all angles."

In discussing the Schaefer activities it is only fair to consider the fact that



Repairing a rug sent in by a Schaefer patron

Stamford is a city of more than average caliber so far as its general run of inhabitants goes. There is a large group of wealthy residents who furnish an ex-

cellent hunting ground for the progressive warehouseman.

From this it might be inferred that the community is depression-proof and that the company has been enjoying itself in a wave of prosperity, but such is by no means the case. During 1931, Mr. Schaefer says, it did indeed look as though Stamford was enjoying prosperity, as a great number of people took their household goods out of storage and put them into new homes. Losing, thus, a substantial volume in storage, the firm worked even harder on its side lines, and was able to finish the year with a worth-while profit.

The company reaches out into a number of surrounding communities to a distance of fifteen or twenty miles, and has built up a sizeable suburban business. Mr. Schaefer points out that his organization is always glad to pick up orders, even very small ones, in this outlying territory because a foothold is thus established.

A number of warehousemen from other cities have spent periods at the Schaefer plant "learning the ropes" on side lines in order to apply the same methods in their own businesses. They ordinarily spend a month in the plant. Mr. Schaefer says he is glad to have out-of-town warehousemen take a "course" in this way at any time.

Eliminating Loss Due to Insect Infestation

(Concluded from page 20)

25 feet in length. The goods to be sterilized are run into this tank on skids or trucks, the door closed and made airtight by means of an asbestos gasket and by securely tightening with "C" clamps.

The air is exhausted from the tank by a pump which is part of the equipment and an almost perfect vacuum is produced within the tank.

The processing compound is supplied in cylinders containing fifty pounds of the material. In the cylinders the compound is a liquid under a pressure of 725 pounds per square inch. It is first let into an auxiliary tank called an accumulator or heat transfer unit, in which it is expanded and heated, as it is necessary to preheat the compound to convert it completely from a liquid into a gas.

The vacuum tank is also usually equipped with heating coils in order to maintain the temperature best suited for the rapid action of the gas on the insects and eggs.

After the gas has been sufficiently expanded in the accumulator it is then let into the vacuum tank. By having exhausted practically all the air from the tank and by permitting the heated gas to take the place of the air, the gas penetrates into every remotest nook and cranny of the infested material so that

it is possible to penetrate huge masses of dried fruit, hydraulically pressed hogsheads or bales of tobacco, sealed cellophane wrapped packages of any description, and even into friction-top metal cans of candy and similar products. The time required for complete sterilization is comparatively short, only one to two hours being necessary, depending on the nature of the commodities being treated.

After the proper time has elapsed, the gas is pumped out of the tank and allowed to escape through a vent pipe opening into the outdoors, and the commodities are completely washed with air. In this way there is no perceptible residual taste or odor in the processed goods within fifteen minutes after the process of sterilization has been completed.

After the goods have been entirely air washed, the door of the tank is opened and the goods are removed in a perfectly sterile condition.

The list of products which can be treated and the business that can be secured by warehouses using the "Guardite" process is almost limitless. Among the commodities which can be profitably treated on a commercial basis are furniture, rugs, bedding, draperies, clothing, crackers, dog biscuits, nuts (shelled and unshelled), candy, cereals, patented breakfast foods, rice, dried fruits, flour,

dried peas and beans, cayenne pepper, stock-food, cocoa beans and tobacco (in bales and hogheads).

The Guardite Corporation is the one concern that furnishes both the equipment and the gas and guarantees the result of the two when used together in accordance with the printed instructions, thereby making it possible to insure against insect infestation such goods of the warehouseman's customers as have been "Guardite" processed and are stored in fumigated storerooms.

The insurance policy is written by the Guardite Corporation and issued by one of the largest American insurance companies. The rate is so low as to be almost negligible. It insures against insect infestation in any form for the entire period that the goods are stored in the warehouse.

Thus, for the warehouseman, "Guardite" provides a new field of business as well as a new source of revenue from goods that formerly could not be stored in general warehouse space. For the producer, broker, manufacturer, jobber and packer it provides a guarantee of absolutely sterile goods, the cost of sterilization being entirely absorbed by the lower monthly rate that is charged for the storage of sterile merchandise in general merchandise warehouse space.

FROM THE LEGAL VIEWPOINT

Liability Must Be Clearly Expressed

VARIOUS Courts have held that in order for a warehouseman to be liable for loss or damage to stored merchandise it is necessary that the expressed or implied contract between the warehouseman and the owner of the goods shall be clear and unmistakably intended to hold the warehouseman liable under all circumstances of loss.

For illustration, in *Lochte v. Maggiore*, 139 So. 750, it was shown that a bailee and a bailor entered into a contract which contained the following clause:

"The said agent [warehouseman] agrees that promptly upon any inspection made, immediate payment will be made to the said principal [owner] for any goods checked short and not present in his premises for any reason whatsoever."

Later the goods were destroyed by fire and the owner contended that the clause was intended to hold the bailee liable for any and all loss of the goods. However, the higher Court refused to sustain this contention, and rendered a verdict holding the bailee not responsible for the loss, saying:

"We do not believe that the language relied on by the plaintiff is clear and definite enough to say that it was the intention of the parties that the defendant would assume responsibility for the loss of the goods through fire, theft, or inevitable accident, with or without fault on his part. If the parties had intended to place such a serious and severe responsibility upon the bailee, then language clearly and unequivocally conveying that meaning should have been used."

Receipt Limitation Not Effective

IT is well established law that an ordinary notification printed on a receipt given for goods placed in storage will not relieve the warehouseman from liability for damage to or loss of such merchandise, as a result of negligence on the part of himself or his employees. The latest higher Court case involving this point of the law is *Keenan Co. v. Funk*, 177 N. E. 364.

In this instance it was shown that a person accepted merchandise for storage and issued to the owner of such goods a receipt containing the follow-

ing notation: "We are not responsible in case of fire, theft, or accident."

While the merchandise was in storage it was destroyed by fire. The owner filed suit to recover damages and proved that the fire resulted from negligence of the storers' employees. Therefore the higher Court held the owner entitled to a recovery, and said:

"Such condition would not relieve appellant from liability if appellee's goods were stolen through its negligence. . . . A bailee for hire is liable to the owner for loss or injury thereto resulting from his own or servants' wrongful or negligent acts or omissions. The keeper must exercise that degree of care for the protection and preservation of the property of his patrons which an ordinarily prudent man would exercise over his own property under similar circumstances."

Your Legal Problems

MR. PARKER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business.

Poor Ventilation May Result in Liability

WITH respect to the duty and liability of a cold storage warehouseman it is well settled law that he is liable in damages if stored merchandise spoils as a result of poor and ineffective storage facilities or ventilation. This point of the law was discussed in the recent case of *Carlisle Sweet Potato Co. v. Lambright*, 177 N. E. 338.

The facts of this case are that the owner of potatoes stored with a warehouseman. When the potatoes were delivered they were in good condition, and when the owner accepted them from storage at a later date they were spoiled.

In view of testimony given by various witnesses that the causes of the potatoes being spoiled were insufficient heating and improper ventilation, the higher Court held the warehouseman liable in damages to the owner, and said:

"In the case before us there is evidence that the potatoes were not in good condition when redelivered to the appellee [owner]. When the potatoes were taken out of storage, a number of witnesses testified that they were spoiled and unfit for use, and that the cause was improper heat and improper ventilation."

Who Pays Storage on Mortgaged Property?

MANY Courts have held that if the owner of mortgaged personal property removes and stores it with a warehouseman, who has no actual notice of the mortgage, which is recorded, the holder of the mortgage is not liable to the warehouseman for the charges for storage. In other words, the holder of a mortgage is not liable for storage charges unless it is proved that he authorized the warehouseman to accept the goods for storage.

Another important phase of the law is that under ordinary circumstances a warehouseman who willingly gives up possession of stored goods automatically loses his right to a lien on such goods for storage charges. However, this rule of the law is not applicable where the goods are taken from the warehouse without authority of the warehouseman.

For illustration, in *Cleveland Co. v. American Co.*, 177 N. E. 217, it was disclosed that certain merchandise was stored in a warehouse. Later it developed that the merchandise was heavily mortgaged. The holder of the mortgage filed a replevin suit to obtain possession of the merchandise. Litigation developed over the question as to whether under these circumstances the warehouseman lost his right to a lien and, also, whether the warehouseman's lien was superior to the chattel mortgage.

As it was proven that the mortgage was prior to the warehouseman's lien, the Court held the warehouseman entitled to a lien after the mortgage was satisfied. This Court said:

"If the holder of a chattel mortgage in a replevin action secures possession of the property, that fact cannot deprive the artisan [warehouseman] of his claim to a lien for work and labor expended. His [warehouseman's] lien is not destroyed by the removal of the chattel property from his possession without his consent. . . . Since the lien of the chattel mortgage is superior to the lien and the right of the artisan

to claim a lien upon the proceeds of sale is not extinguished by the involuntary loss of possession, we affirm the judgment of the Court of Appeals."

Right to Charges After Receiver's Appointment

CONSIDERABLE discussion has arisen from time to time as to whether a warehouseman is entitled to sue and recover storage charges which accrued after a receiver was appointed to conduct the business affairs of the owner of the stored goods. This point of the law was thoroughly discussed in the recent case of *Darling v. Terminal Co.*, 54 F. (2d) 670.

The facts are that a warehouseman accepted for storage from a company a certain quantity of merchandise. After the goods had been in storage for a considerable period the company became insolvent and a receiver was appointed. The goods remained in storage for a long time after the receiver was appointed. Finally the warehouseman filed suit and by proper legal procedure sold the goods for \$363.89. Inasmuch as the warehouseman's bill amounted to \$1,152, counsel for the warehouseman endeavored to obtain a judgment of the Court permitting it to recover the balance due from the estate of the company.

However, it is important to know that the higher Court held the warehouseman not entitled to more than the actual proceeds from the sale of the goods, and said:

"Without leave of Court, a receiver has no power to pledge the trust estate or to make a contract for a lien or for borrowed money. . . . It follows, therefore, that the mere inaction of the receiver, or anything he may have said to petitioner [warehouseman], in the absence of authority from the Court as expressed in formal orders, is insufficient to create a charge upon the rest of the estate. . . . In this situation, I am of the opinion that to allow petitioner [warehouseman] priority for the charges accruing after a reasonable time for action after the appointment of a receiver is not within my discretion. . . . I am of the opinion, however, that equity permits the retention of the balance of proceeds of sale of \$363.89 by petitioner. . . . The petitioner will be allowed to retain all the proceeds of sale in full satisfaction of its claim."

Employee's Negligence Can Cause Liability

THE law is well established that a warehouseman may be held liable in damages for loss of stored merchandise where it is shown that such loss resulted from negligence of the warehouseman or his employees. Generally speaking, in cases of this nature, in determining whether or not the warehouseman or his employees are negligent, it is necessary for the jury to consider all phases of the testimony. Moreover, it is seldom that a higher Court will reverse a verdict rendered by a jury, where it is shown

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that such verdict is based on dependable testimony.

For instance, in *Jasper County Farms Co. v. Mellon*, 179 N. E. 787, it was disclosed that a warehouseman accepted for storage a large quantity of onions. In the warehouse was a stove, in close proximity to a wall. Witnesses testified that it was an old cast-iron stove and that the bowl, which gets red hot, was within 18 or 20 inches of doors which were covered with paper.

Also evidence was introduced showing that the warehouse caught fire near the stove and was completely destroyed, together with the contents. It was further shown that prior to the time the warehouse caught fire a warehouse employee had filled the stove with coal.

In view of this evidence the jury held the warehouseman liable and the higher Court sustained this verdict, saying:

"The appellant's [warehouseman's] contract was to deliver the onions to appellee [owner]; this it could not do, for it had become impossible by reason of the fire, caused, as the jury believed, by negligent acts of the servants of the appellant in the line of their employment, and from no fault on the part of the appellee."

Conversion Controlled by Statute Provisions

IT is well settled law that a warehouseman may be liable for failure to deliver stored goods to the owner. Failure under ordinary circumstances to deliver stored goods is termed legal conversion. However, the warehouseman is not liable for conversion unless he violates a State law.

For example, in *Utne v. McCabe Bros. Co.*, 237 N. W. 775, it was disclosed that Section 9754 of a State law provides that a warehouseman shall not be liable for conversion until after his failure to deliver the goods upon presentation by the owner of the warehouse receipt and demand delivery of the goods.

The owner of stored grain demanded delivery but failed to present his receipt. The warehouseman refused to make the delivery and the owner filed suit. Under the circumstances the higher Court refused to hold the warehouseman liable for conversion, and said:

"This action is something more than an ordinary action in conversion. When grain is delivered to a warehouse and a receipt is taken therefor, the rights of the parties are governed by special statutory enactments. . . . The statute, section 9754, requires something more than a mere demand; it requires the return of the receipt and the tender of all proper charges. . . . The return of the warehouse receipt and the tender of all proper charges, as required by section 9754, are therefore conditions precedent to any right of recovery. In the ordinary action for conversion, a demand for personal property and a refusal to comply with it merely evidence the fact of conversion. . . . In this action, however, it is the fact of the

failure of the warehouseman to comply with his statutory duty that is the basis of the cause of action."

Conditional Contract Against Stored Goods

LEGAL EDITOR, *Distribution and Warehousing*: Reference is made to your article "Priority of a Seller's Lien" in the May issue. We would like to ask the legal status of a warehouse when it has inadvertently taken in household goods that are under a conditional sales contract. When it becomes known that there is a conditional sales contract against these goods, can the warehouse charge and collect storage from the party holding the lien?—*The Bell Storage Company, Inc.*

Answer: Various Courts have held that a conditional sales contract, if properly recorded or if it exists to the knowledge of the warehouseman, acts as a lien which becomes prior to the warehouseman's lien—providing, of course, that the owner of the merchandise fails to pay in accordance with the terms of the contract.

The fact that the warehouseman informs the seller that he has the goods in storage will not ordinarily result in liability of the seller for payment of the storage charges which accrue after such notification is given.

In other words, in order that the warehouseman may have an absolute and valid claim against the seller for storage charges, it is advisable that the warehouseman obtain from the seller a contract which contains a clause under which the seller agrees to assume liability for payment of the storage charges.

Considerable litigation has existed from time to time on this subject. Some of the old cases decided many years ago indicated that consent on the part of the seller of merchandise under a conditional contract of sale resulted in his liability for payment of storage charges. However, the later higher Courts have held that in order for the warehouseman to have an absolute claim against the seller it is necessary that the latter agrees to pay the storage charges.

Recording Lock

The International Business Machines Corporation, New York, has introduced through its International Time Recording Co. division a new electric recording lock which, for doors of business establishments, serves also as a time clock for employees, provides protection against burglary, records watchmen's hourly night inspections, and, it is claimed, is thief-proof. It is called the "International Recordo-Lock."

Walnut Co. Expands

The Walnut Storage & Distributing Co., Kansas City, Mo., has increased its occupiable space to include all of the five-story building at 2020-2024 Walnut Street. The expansion gives the firm 50,000 square feet.

H. A. HARING'S

Developing New Business for Warehouses

SELDOM have the motor truckmen had such an opportunity for new business thrown at them as will become available on the first day of July. It is unusual in that it emanates from Congress in the form of a law, and it is a rich opportunity in that the business represents tonnage which has never before been available for trucks.

The Revenue Act of 1932 became the law of the land on June 6, with varying portions to go into effect at different dates. The section which is thus so suddenly important to truckmen and warehousemen is that por-

SHORTLY after the Revolution this country launched itself upon a platform of "universal education." At that time only a small percentage of the people could read and write.

Therefore, in the early years of our Government, it was determined to encourage the circulation of printed matter. No other country had done such a thing. Indeed, it was then the law and still is in some nations, to lay a special tax on printed matter for the deliberate purpose of preventing the common people from reading.

One of the first sessions of Congress passed a law that a newspaper or magazine should be carried through the mails and delivered free of any charge within the county where it was published—free, absolutely without a penny of cost either to publisher or subscriber.

Strange to say, too, this is still the law, with a single modification to suit changed conditions. For, wherever carrier delivery has been established, the "free" postage is no longer available and one cent a pound is charged, but, today as one hundred years ago, the law remains unchanged. To any postoffice located within the county of publication, where mail is delivered to subscribers through the postoffice window or where subscribers receive their mail through boxes, a newspaper or a magazine is carried through the mails and delivered absolutely free.

The early law did not stop at the county line.

For delivery through the mails at greater distances the Congress established a flat rate.

The publisher paid so much a pound for his paper or magazine without any regard to distance.

Raising Rate Per Pound

THE rate per pound for printed matter, commonly known today as "second-class mail," varied from time to

time. During the Civil War several attempts were made to raise the rate for the sake of augmenting the Government's revenue, but for more than forty years the rate stood at one cent per pound. Nearly three generations of publishers entered the business, grew rich and finally retired or died, under a postal law for their industry that was as unchangeable as the law of the Medes and Persians. No one even thought it could be changed!

For all our wide expanse of territory the rate for second-class matter remained one cent a pound—until our own generation.

When the World War plunged the country into new expenses Congress touched everything for additional revenue. The magazines did not escape.

Congress did a clever thing—clever in the sense that more revenue was procured without losing votes. Much as the politician "soaks the rich" by levying higher income taxes on the upper brackets, yelling all the while that the rich man pays and the poor man escapes, Congress altered the one cent per pound so little that no one cared. It was raised only a fractional cent. It became 1½ cents. But—

Magazines still pay only 1½ cents a pound, regardless of distance, but with this little "joker" in the law:

. . . in the case of that portion of such publication devoted to matter other than advertisements. . . .

Then, for the balance of the publication, namely those pages and parts of pages used for advertisements in excess of 5 per cent of the total space of the publication, the publisher must pay postage on a zoned basis.

Since that law went into effect, in 1917, a publisher is required to calculate precisely the space of each issue devoted to the two kinds of matter. For

tion which relates to "second-class mail"—printed matter when mailed by the publisher, such as newspapers and magazines. This section goes into effect on the first day of July, and, so far as the motor truck is concerned, the only part of importance is that which relates to magazines and periodicals. The newspapers move from printing press to subscriber in another manner and they, for this reason, will not come to the truckman for handling.

In order that we may correctly understand the development it may be wise to review a bit of postal history.

the non-advertisements he pays postage at the old rate, one cent and a half per pound for any distance. For the advertising space he pays on a different basis. It goes without saying that this basis is a higher one.

The Zoned Rates

SINCE this law was initially put on the statute books a number of changes have been made in the rate.

The revenue law, effective for this item on July 1, increases these rates materially. In order to make clear these additions to the cost of publishing a magazine we shall exhibit the rate, as it has stood for four years since June, 1928, alongside the rate as it will be after July 1. Incidentally, in keeping with the theory that the new revenue bill is for emergency only, the new rates are announced to continue for two years only. Unless Congress reenacts the tax, the new rates will automatically expire with the last day of June, 1934.

For the advertising portion of a magazine, the present rates and the ones shortly to go into effect are these:

Zone No.	Distance —Miles	Old Rate, Per Pound	New Rate, Per Pound
		cents	cents
1 & 2	Up to 150	1½	2
3	150-300	2	3
4	300-600	3	5
5	600-1000	4	6
6	1000-1400	5	7
7	1400-1800	6	9
8	Over 1800	7	10

For all zones, of course, that portion of the magazine given over to non-advertising matter carries a postal rate of 1½c. a pound.

It will be seen at a glance, however, that the effort is undeniably being made to penalize the advertising page of the magazine by adding from one-half to three cents a pound to the postage.

Congress passed the measure on the assumption that these increases would

add about \$5,000,000 a year to the revenue of the United States.

Driving Volume Away

DURING the debates of Congress, and particularly while the revenue bill was in conference, Postmaster General Brown attempted to halt this increase. His voice was lost in the din and the political pressure upon Congress to enact the law quickly.

It is the story of driving volume away from the postoffice: the story of the unusual opportunity for new business afforded by the Revenue Bill of 1932.

When the 1917 measure was enacted, the publishers quickly discovered that by jacking up the postage from one cent a pound to multiples of that sum the Government was offering them a chance to ship their magazines some other way. Quickly they found a way.

Under the Constitution and its Amendments it is unlawful for anyone to operate a postoffice in this country or carry the mails, other than the Government itself. But, as the Courts have several times determined, "mails" in this sense refers to first-class, or letter, mail and to that only. It is not, therefore, unlawful for anyone else to transport and handle printed matter or parcels post matter.

Just as soon as the Government "soaked" the magazines in this manner, the publishers turned to the railroads.

Even before the 1932 law became a fact the motor trucks were offering some publishers for some zones cheaper transportation than the railroads dared to quote. As a result the railroads have been filing new tariffs with reduced rates for this traffic in carloads.

But, as always, the truck offers for all points what the railroads are offering only at selected points. The motor truck picks up the load at the publication point and makes delivery at destination.

The flexibility of trucking never meant more than in this business—where hours count and where the cumbrousness of railroad handling brings countless delays and irritating mishaps.

Note what has happened.

Before Congress passed the new law, the publishers did their best to get a hearing in order to prove that the increased rate would not only not yield the anticipated \$5,000,000 but that, even more vitally to the Government, it would cut down what the post office already is earning. They, like the Postmaster General himself, were lost in the confusion of emergency legislation.

They have an association, The National Publishers' Association, with offices in New York City, at 15 West Thirty-seventh Street. This association has not lain down on the job. It does not acknowledge defeat in a matter so important to the bank balance of its membership.

Congress passed the Revenue Act on June 6. The very next day the Association began issuing bulletins to member-publishers reminding them to take steps immediately to save themselves.

DEVELOPING NEW BUSINESS

We quote from these bulletins a few paragraphs which are pertinent:

"During the past ten or twelve years the larger publishers, who had sufficient time between printing date and release date of their periodicals to utilize freight transportation, have been able to economize to a very great extent in the cost of distributing their publications.

"This has been brought about by the substitution of carload freight service for long hauls from the point of publication to selected points in distant States. These publishers have been able to save the difference between the direct postal zone rate and the cost of freight transportation plus a moderate fee to the truckman to effect delivery to the post office and then plus the zone postal rates from the point of additional entry.

"This saving has amounted to from one-half cent to two cents per pound.

"During the past few years there has been an unusual development of motor truck transportation. Recently it has reached such a basis that in many instances motor transportation is cheaper than the carload freight rate. As a result the railroads have again made a reduction in their carload rates to meet this new competition.

"It is felt by this association that the service now offered by many of these truck companies will enable the smaller publishers and those who cannot stand the time element of freight service to use the re-entry system of the post office and thus economize in their mailing costs.

"The mail costs under the new law will vary with different publications, according to the percentage of advertising matter in each issue. But it is felt by this association that any publication with an advertising content of 40 per cent or more can take advantage of this outside service by diverting part of their mail from the post office at the point of publication by using trucks.

It is impossible to give a general rate scheme to cover this motor truck service, but the office of the association will be very glad to analyze the case of each individual publisher to see if such savings are possible and to recommend the particular kind of service that could be substituted for the direct mail service."

Opportunity

I HAVE no authority to speak for the National Publishers' Association, nor have they sanctioned what I am about to suggest. There has been no time to ask their permission before the July issue goes to press. Yet I see no possible harm for an interested truckman to lodge inquiry with this association, and, more particularly, to put on file with its executive secretary, George C. Lucas, proper information about service available in motor trucking.

The Revenue Act has opened up for the motor truck a wholly new field of business, under a rate structure that makes it possible to quote intelligently. Anyone can learn what the publisher would have to pay for shipment by mail. It is simple to obtain the effective rail-

road carload rate for shipment to your city. These two rates become the target for a quotation which must be, naturally, enough lower to make an attractive margin for the publisher. The truckman, in other words, prepares his bid with full knowledge of what "the other fellow" is asking!

"Bulk" Lots

ONE more angle remains to be mentioned.

Not all the copies of a magazine go out singly to individual subscribers. "Bulk" lots also go to newsdealers, delivery boys, hotels and cigar stores, drug stores and office lobbies.

These deliveries have been a problem to the publisher. One mailbag or two, for almost any popular publication, is nothing. Lots weighing 500 pounds are an everyday occurrence. In order to make these deliveries the very large publishers have perfected a system of distribution of their own, using, as a rule, the American News Co., the Fred Harvey System or some local "news" company. Publishers complain, however, that the cost is higher than the service warrants.

The truckman, about to enter this business, may well discuss with publishers some method to handle these bulk lots of the magazine, such, for example, as dropping lots along the route from printing press to final destination. The carload freight is unable to do such a thing, nor is the fast freight always economical for points within the 150-mile zone from final destination. Points, within this zone, which require a back haul more than 50 miles (postal zone No. 1) but yet within 150 miles (zone No. 2) sometimes cost more than the through postal rate from printing press to destination.

With the truck, on the other hand, back haul or forward haul is all the same. Trucks are not hampered by legal questions of short-versus-long haul or lesser-rate-for-greater-distance theories.

And, as a final paragraph, it is within possibility that the post office will lose forever this business. Necessity is driving the publishers to devise a delivery system for themselves. For fifteen years they have lived beneath a threatening sword from Congress, the threat becoming acute every time the Government faces emergency revenue. It is altogether likely that, if they now save themselves by turning to motor trucks, they will forever forsake the second-class mails for the bulk of their issues. By this means they will save money now, and, for the future, be always in position to escape any effort to penalize their industry by a burdensome tax.

Truck Length Law Upheld

An opinion filed in Danville, Ill., on June 16 by three Federal judges upheld the constitutionality of the recently-enacted Illinois statute limiting the length of trucks and trailers operating on the State's highways.

... MOTOR FREIGHT and

Reg. U. S. Patent Office

Department Conducted

Protecting Storage Accounts with Motor Freight Control

MOTOR freight, originating at major points and destined for smaller cities and towns along the route or for other major points in distant cities, will in time become an important income producer for merchandise warehouses, especially those located at mid-way points along these main-line or truck-traffic routes.

Although many of the merchandise warehouse operators possessed of small truck fleets at such points have idly watched truck tonnage of this character being diverted to local transport agencies in this era of keen competition for business, quite a few of the more enterprising storage executives have gone after this business and have found it worth while—not so much as to immediate profits, possibly, because of what it will, in their opinion, potentially amount to in the future.

As a result, these warehousemen have been gradually increasing the delivery areas served by their trucks.

Not only does this improvement in trucking service take care of a tonnage that is dropped for local delivery or distribution to nearby cities by inter-city or interstate road transport agencies, but it affords additional transport service to local consignees and pick-up service as well to those companies that are located along the scheduled routes.

At the present time most of these companies are still feeling their way in this development, because a considerable portion of their tonnage is still being shipped by rail. However, with the establishment of motor freight terminals and the consequent distribution and cartage facilities, these warehouses have at least made a beginning in a trend which should in time include all warehouses with such advantages.

The important point to remember in the building up of motor freight service is that it not only creates new business but it holds spot stocks business of distributors that could otherwise be taken

over by local "outside" competitive agencies eager for such business.

In the establishment of motor freight terminals at the merchandise warehouses, many of the proprietors have progressed to the point where complete control of vehicle equipment and tonnage has been acquired.

R. M. King



A disciple of warehouse control of motor freighting

In other cases, this control is limited only to company-owned trucks and to only little of the tonnage that does not originate at the warehouse. In time, it may be expected that normal expansion will in such cases bring about more unified trucking operation.

An example of how one of the long established storage organizations is fast taking hold in the motor freight business is the experience of the King Storage Warehouse, Inc., Syracuse, N. Y., of which Ray M. King is president.

King of Syracuse Adds to Customer-Service

Mr. King states that he has been watching carefully the growth of motor freight lines for many years and as a result has within the past two years been gradually increasing his delivery area.

In a way, the King firms experience in the field of merchandise distribution and cartage from its own terminal is fairly typical of that of hundreds of others that have started this service or will in the future.

In practically all cases, the change, like Mr. King's, was gradual. At the present time King organization performs a regular freight service over two routes—Syracuse to Binghamton, and Syracuse to Utica.

The King truck fleet consists of seven vehicles—two 2½, two 3½, two 1, and one ¾-tonners. These trucks pile up a total of a little more than 90,000 miles yearly for the movement of merchandise and household goods held in storage or in connection with the work performed by reason of Mr. King being agent for the Allied Van Lines, Inc.

Tonnage from points off the routes to Binghamton and Syracuse are served by truck lines with which Mr. King makes arrangements. In such cases, in most instances, tonnage and routing are controlled by the consignee.

No attempt has as yet been made to control or acquire any large amount of tonnage that does not originate at the King warehouse. The company's first interest has been the solicitation of warehouse accounts, offering the motor service as a distribution feature that is available.

Although in time it may occur, Mr. King has not as yet made any connection with individual truckmen with regard to solicitation of new business.

Those truckmen who use the King motor freight terminal maintain their own control or supervision of maintenance, routing and operation of vehicles.

At the present time the King company is developing a new phase of motor

TRANSPORTATION

by F. Eugene Spooner

freight business—namely, a terminal service with pick-up and store-door delivery. This is being worked out with two large motor freight lines operating through a broad portion of the Eastern Class Rate Territory, but principally between New York and Cleveland. This department, it is claimed, gives promise of making a healthy growth.

As regards the maintenance of its trucks, with the exception of body repairs, painting and valve and carbon work, everything else is taken care of by outside repairshops. All purchases, however small, are in most cases directed by a company executive.

Trucks, Accessories and Safe Deposit Boxes Are Taxed Under Revenue Act

DISTRIBUTION AND WAREHOUSING'S Washington Bureau,
1163 National Press Building.

OPERATORS of trucks and buses will be hard hit by the new Federal tax bill provisions, effective for two years, which place taxes on trucks, parts, accessories, tires, and inaugurates a federal gasoline tax of 1 cent a gallon.

A tax of 2½ cents a pound is placed on the total weight of tires, exclusive of metal rims or rim bases, and 4 cents a pound on inner tubes wholly or in part of rubber.

On automobile truck chassis and truck bodies the tax is 2 per cent of the manufacturers' sale price. Parts and accessories accompanying the truck chassis or body will be taxable at the same rate. Tractors are excepted from the automobile tax.

On parts and accessories, other than tires and inner tubes, the tax is 2 per cent. Included in this category are spark plugs, storage batteries, leaf spring, coils, timers, and tire chains.

To avoid a double payment of the tire tax the law provides a credit of 2 per cent of the purchase price of the tires in the case of trucks. This credit is applicable when the tires are attached to a body which is taxable. When the tires are attached to a passenger body a credit of 3 per cent is allowed.

In addition to the taxes mentioned, the bill carries a 10 per cent levy on leases of safe deposit boxes, vaults, safes, etc., of not more than 40 cubic feet capacity. As the bill was passed by the House this tax was to be paid by the lessor, but as finally enacted the bill

provides for collection from the person paying for the use of the box.

The tax, however, is to be collected by the person making collections of the box rent and must be returned monthly to the collector of internal revenue in the district in which the principal office of the lessor is located.

—Stephens Rippey.

Constitutionality of Indiana Law Upheld

SUPERIOR JUDGE RUSSELL RYAN in Indianapolis upheld on June 2 the constitutionality of Indiana's recently-enacted law limiting the size and weight of trucks operating over the State's highways.

The Central Transfer & Storage Co., Indianapolis, had brought suit to test the legality of the statute and a temporary restraining order had been issued by Judge Ryan pending his decision.

In his ruling on June 2 Judge Ryan set aside the order and held that the State had the right to regulate traffic on its highways and that the law in question did not grant unreasonable police power to the State police.

State authorities announced on June 8 that enforcement of the statute would be made effective on July 1.

Ohio Supreme Court Upholds Commission's Right to Deny Truck Permit in Congestion

THE right of the Ohio Public Service Commission to refuse a trucking company permission to operate over certain highways because of existing heavy traffic was upheld by the State Supreme Court in a decision handed down at Columbus on June 9.

The Motor Transport & Truck Co. had filed five applications for the right to operate interstate trucking lines. The Commission refused one, between Cleveland, Ohio, and Dundee, Mich., over State Route Two in Ohio, on the ground that the highway was "so badly congested by established motor vehicle operations that the addition of the applicant's proposed route would create and maintain excessive and undue hazard to safety and security of the traveling public.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

Federal Court Sustains State's Right to Assess Truck on Interstate Job

THE right of the State of Louisiana to require registration and payment of license fees by owners of motor trucks operating through the State in interstate commerce was upheld on June 6 in a decree by a three-judge Federal Court denying an application by the Aero-Mayflower Transit Co. for an injunction to restrain E. A. Conway, secretary of state, from collecting taxes on the plaintiff's vehicles.

The Court, composed of Circuit Judge Rufus E. Foster, Federal Judge Wayne G. Borah of New Orleans and Federal Judge Robert T. Ervin of Mobile, dissolved a temporary restraining order which Judge Borah had issued. The Court's opinion said:

"A State may impose a tax upon a motor vehicle moving in interstate commerce over her highways if it is not unreasonable and the tax is used exclusively for the purpose of the building and maintenance of those highways."

The Court held that there was nothing in the records of the case to show that the tax under provisions of Act 297 of 1928 was unreasonable, unfair or discriminatory. It pointed out that the transit company is permitted to operate two trucks a month through the State without paying a Louisiana license on these trucks.

For Trailer Users

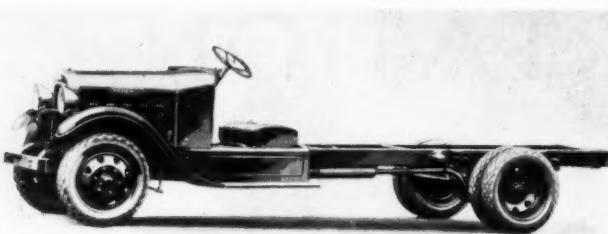
Warehousemen, who sell transportation as their commodity when they operate trucks, will be interested in a trailer pamphlet published by the Federal Motor Truck Company, Detroit. It is a cost text addressed to "Professional Haulers" and points out a saving of from "6c. to 8c. per mile per truck" through the use of trailers. Address the company for a copy.

Kansas Warehouse Firm Is Upheld by Supreme Court

THE Kansas Supreme Court on June 4 handed down a ruling that truck and bus lines may not have exclusive franchises on the highways so as to bar competing lines from using the same highways.

The case was that of the Ark Warehouse Co., Arkansas City, which pro-

Federal Is Marketing a New 2-Ton Model



MODEL G5 announced by the Federal Motor Truck Co., Detroit, is a 2-ton truck priced to sell under \$1,000. Primarily for commercial haulage operators, the standard chassis weighs 3800 pounds and carries a total allowable weight of 11,500 pounds. It is powered with a 6-cylinder L-head type engine.

Features include 4-speed transmission, 4-wheel hydraulic brakes, Timken bevel type full-floating rear axle, 11-inch heavy-duty clutch and a heavy pressed steel frame, auxiliary springs, and disc wheels. Four wheelbase lengths are available—132, 144, 152 and 164 inches. Price, \$995, f.o.b. Detroit.

posed to operate a truck line from Wichita to Winfield and thence into Oklahoma. The Southern Kansas Stage lines already operated trucks over this route and protested against a permit being given the Ark organization.

The Sedgwick County District Court had held the Ark company could not have a permit, but the Supreme Court reversed this decision.

**U. S. Supreme Court
Sustains Motor Laws
of Texas and Kansas**

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

As announced briefly in the June *Distribution and Warehousing*, the Texas and Kansas statutes regulating the operation of motor trucks on the highways of those States were held constitutional in unanimous decisions of the Supreme Court of the United States handed down on May 23 by Chief Justice Hughes.

In each instance the cases were brought to the high court after District Court had refused to restrain the operation of the law in either State. Ed Sproles, a Texas warehouse and truck line operator, attacked the law in that State as being arbitrary and discriminatory, while a similar position was taken with reference to the Kansas law by the Continental Baking Co., the General Baking Co., the Schulze Baking Co. and others.

The Texas statute, with a few exceptions, limits the net load on any truck to 7000 pounds, and limits the size of the vehicle as follows: width, including the load, 96 inches; height, 12½ feet; and length, 35 feet, unless there is a combination of vehicles coupled together in which instance the combined length shall not exceed 45 feet. There was also a limitation placed on the size of containers or packages transported on the trucks.

To the complaint of the appellant that the limitation of the net load to 7000

pounds was an arbitrary regulation depriving him of his property without due process of law, the Court ruled that the State "in exercising its authority over its highways is not limited to raising of revenue for maintenance and reconstruction, or to regulations as to the manner in which vehicles shall be operated, but it may also prevent the wear and hazards due to excessive size of vehicles and weight of load. Limitations of size and weight are manifestly subjects within the broad range of legislative discretion."

The appellant had argued that the 7000 pounds limitations had no reasonable relation to safety on the highways and was not in accord with sound engineering principles in so far as wear and tear of the roads were concerned. The gross weight, he held, might be restricted to 600 pounds per inch of tire spread upon the highway and a sufficient margin was left to carry greater cargoes than 7000 pounds without causing damage. Damage from overweight could be prevented only, he contended, by regulations which fixed a maximum gross load and provided for its proper distribution through axles and wheels to the highway surface.

This argument was answered by the Supreme Court as follows:

"To make scientific precision a criterion of constitutional power would be to subject the State to an intolerable supervision hostile to the basic principles of our government and wholly beyond the protection which the general clause of the Fourteenth Amendment was intended to secure. When the subject lies within the police power of the State, debatable questions as to reasonableness are not for the Courts, but for the Legislature, which is entitled to form its own judgment, and its action within its range of discretion cannot be set aside because compliance is burdensome."

The objection that the prescribed limitation is repugnant to the commerce clause of the Constitution was swept aside by the Court as being without merit.

"In the instant case," the Court held, "there is no discrimination against interstate commerce and the regulations adopted by the State, assuming them to be valid otherwise, fall within the established principle that in matters admitting of diversity of treatment, according to the special requirements of local conditions, the States may act within their respective jurisdictions until Congress sees fit to act."

Likewise was the protest of Mr. Sproles that the operation of the law would prevent him, in a manner that is unconstitutional, from fulfilling contracts that he entered into prior to the enactment of the law, dismissed by the Court. It was held by Justice Hughes that contracts which relate to the use of the highways must be deemed to have been made in contemplation of the regulatory authority of the State.

Argument was advanced by the appellant also that the provision in the law which permits loads of increased size and weight when shipped to or from common carrier loading or unloading points by the shortest route was designed to favor transportation by railroad as against transportation by truck.

"If this was the motive of the Legislature," the Court held, "it does not follow that the classification as made in this case would be invalid. The State has a vital interest in the appropriate utilization of the railroads which serve its people as well as in the proper maintenance of its highways as safe and convenient facilities. It cannot be said that the State is powerless to protect its highways from being subjected to excessive burdens when other means of transportation are available."

Another objection was based on the fact that the weight limitation applies to "commercial motor vehicles," which, as defined by the statute, do not include motor passenger buses, although the latter are subject to the 600-pounds-per-inch-of-tire limitation. The District Court found there were only 900 buses in the State and that at any rate conditions of operations were such as to support the classification. The appellant contended that the damage to the highways was as great from a load of freight.

"These considerations," Justice Hughes said, "would be controlling if there were no other reasonable basis for classification than the mere matter of weight. But in passing upon the question of the constitutional power of the State to fashion its regulations for the use of the highways it maintains, we cannot ignore the fact that the State has a distinct public interest in the transportation of persons. We do not think that it can be said that persons and property, even with respect to their transportation for hire, must be treated as falling within the same category for purposes of highways regulation."

The Court observed that the Texas Legislature in passing the statute involved in the litigation "found as a fact that 7000 pounds load weight, plus the weight of the vehicle, is the maximum

load that should be allowed to pass over the Texas highways." While it was found that there were many highways in the State, and bridges capable of carrying a greater load than 7000 pounds, the Legislature, as interpreted by the Court, had to take roads and bridges that were not so sturdy as a whole.

It was pointed out by the Court also that less than four-tenths per cent of the trucks of the State, or 5500 out of 206,000, have a rated carrying capacity of more than 7000 pounds. The number of trucks in use in the State has increased 300 per cent in six years; official registration figures show an increase from 65,536 in 1924 to 206,527 in 1930, "not including the large increase in interstate truck traffic," the Court stated, adding that "this increase in 'truck density' justifies the dimensional and weight restrictions of the statute in the interest of public safety and convenience and highway protection." In 1930 there were only 900 passenger buses in the State which operate under the regulations of the railroad commission.

The Kansas Case

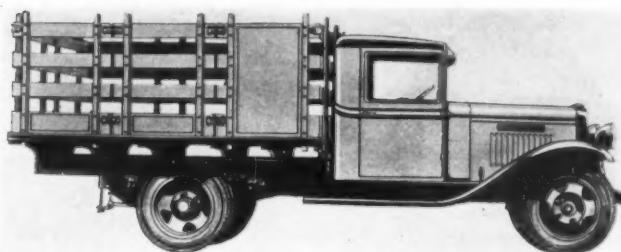
THE Kansas statute divides motor carriers into "public motor carriers" of passengers or property, or those operating on schedule as common carriers; contract motor carriers, of passengers or property for hire; and private motor carriers of property. In addition to license fees all three are required to pay a tax of five-tenths of a mill per gross ton mile, with certain exceptions.

The Act does not apply to motor carriers acting wholly within any city or village; to private motor carriers operating within a radius of 25 miles beyond the corporate limits of a city or village; or to farmer-owned vehicles transporting farm products to market or supplies back to the farm, or to vehicles transporting children to and from school. The Public Service Commission of Kansas is vested by the law with the supervision of the carriers in all matters affecting their relationship "with the traveling and shipping public, and, specifically, to prescribe regulations in certain particulars."

Each carrier is required to take out a license and keep daily records which are to form the basis of a report filed monthly with the Commission, the report to be made under oath. Another provision of the act is that no certificate or license is to be issued by the Commission to any of the motor carriers until a liability insurance policy, approved by the Commission, is filed. The object of the policy, it was observed by the Courts, is to protect third parties.

"It is apparent that Kansas, in framing this legislation to meet these conditions, did not attempt to compel private carriers to become public carriers. The Legislature did not purport to put both classes of carriers upon an identical footing and subject them to the same obligations. Public, or common, carriers and not private carriers are required to obtain certificates of public convenience and necessity. The former, and not the

General Motors Announces a 2-to-3-Ton



THE General Motors Truck Co., Pontiac, Mich., announces a new 2-to-3-ton truck, Model T-23, powered with a 66 hp. 6-cylinder engine and priced at \$745 for the 131-inch wheelbase and \$790 for the 157-inch wheelbase, f.o.b. Pontiac. This is the lowest priced commercial vehicle in its range ever offered by G.M.T.

Featuring a full-floating rear axle and main and auxiliary rear springs, the new truck is offered with ten different body types covering a wide field of use. Straight rating is 10,000 pounds, and

when used as a tractor with the recently announced TT-218 semi-trailer the payload capacity can be virtually doubled. Heavy-duty transmission has four speeds forward. Wheels are of drop forged spokestee 5-stud type, with dual wheels as standard equipment. Heavy-service 6.50-20 tires are used on all wheels, with optional tire sizes available at additional cost.

This newcomer is furnished in the Murat green with Venetian yellow striping that distinguishes the line of G.M.T. trucks.

latter, are put under regulations as to fares and charges. While, with respect to certain matters, both are placed under the general authority given to the Commission to prescribe regulations, it does not appear from the bill of complaint that any regulation has been prescribed, or that the Commission has made any order, of which private carriers may properly complain. The statute itself, however, does impose certain obligations upon private motor carriers of property, and the first question is whether these provisions violate the constitutional restrictions involved.

In answer the Court pointed out that the Commission has no authority to refuse a license to a private motor carrier of property if the described information is given in the application, the liability insurance policy is filed, and there is compliance with the regulations and payment of the license fee. "It is not shown," said the Court, "that either regulations or license fees are unreasonable."

On the subject of fees, the Court ruled that "requirements of this sort are clearly within the authority of the State, which may demand compensation for the special facilities it has provided and regulate the use of its highways to promote public safety. Reasonable regulations to that end are valid as to intrastate traffic and, where there is no discrimination against the interstate commerce which may be affected, do not impose an unreasonable burden upon that commerce. Motor vehicles may properly be treated as a special class, because their movement over the highways, as this Court said, 'is attended by constant and serious dangers to the public and is also abnormally destructive to the ways themselves.'

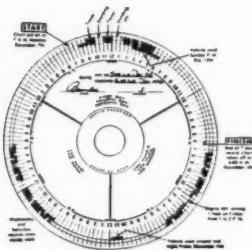
Objection to the ton-mileage tax was

made by the appellants on the ground of uncertainty brought about by the exemptions for city or village transportation and the 25-mile radius exemption. The Court held it could find no element of uncertainty and pointed out that when the tax is assessed, the ordinary remedies will be available for contesting it, if the assessment is not in accordance with the law. The Court also failed to find that the rate was unreasonable.

It was found in the decision of Justice Hughes that the Commission has taken no action or threat of action which would give ground to the contention of the appellants that their constitutional rights have been or will be invaded by the supervision given to the body by the law. "Whatever uncertainty may exist with respect to possible regulations of the Commission will be resolved as regulations are promulgated," the Court said. "If any of these transcend constitutional limits, appellants will have their appropriate remedy."

"The distinction made by the statute between public and private carriers with respect to obtaining certificates of public convenience and necessity, and as to rates and charges, indicates the intention to keep separate the special responsibilities of public carriers from the more limited but still important duties which are owing as well by private carriers in protecting the public highways from misuse and in insuring safe traffic conditions, and there is no reason to conclude that the authority given to the Commission will not be viewed and exercised accordingly," the Court ruled.

In answer to the challenge made to the provision of the statute exempting carriers operating wholly within a city or village, the Court held that "in protecting its highway system the State was at liberty to leave its local communities

7-Day Chart for Trucks Is Announced by Service Co.

A NEW seven-day chart has been placed on the market by the Service Recorder Co., Cleveland. This chart is especially useful for operators of trucks which are on long-distance work or away from supervision longer than three days. The timing mechanism is interchangeable with the three-day mechanism

on the market for some time past.

Both the three-day and seven-day charts present tell-tale evidence of standing time, speeding, accidents, etc., through a distinct marking in red color on a chart, the marking being made by a recording needle in the Service mechanism.

unembarrassed, and was not bound either to override their regulations or to impose burdensome additions." The Court held also that it found no difficulty in concluding that a State was within its rights in exempting from the workings of a law of the kind assailed the traffic of private carriers within 25 miles of the cities or villages. The fact that a 25-mile limit was selected was held not to be arbitrary, as the State had to draw the line somewhere once it stepped outside the limits of the cities or villages. "In exercising this discretion," the Court held, "the Legislature was not bound to resort to close distinctions or to attempt to define the particular differentiations as to traffic conditions in territory bordering on its various municipalities."

On the question of the propriety of granting exemptions to farmers using their own trucks, the Court pointed out that "the statute does not attempt to impose an arbitrary discrimination between carriers who transport for hire, or compensation, with respect to the class of products they carry. The exemption runs only to one who is carrying his own livestock and farm products to market or supplies for his own use in his own motor vehicle." In this connection the Supreme Court approved the finding of the District Court to the effect that "the Legislature rightly concluded that the use of the highways for carrying home his groceries in his own automobile is adequately compensated by the general tax imposed on all motor vehicles."

The Legislature knew that as a matter of fact the use of the highways for the transportation of farm products by the owner is casual and infrequent and incidental; farmers use the highways to transport their products to market ordinarily but a few times a year."

The distinct public interest in the transportation of children to and from school afforded sufficient reason, the Supreme Court found, for the classification exempting such transportation from the workings of the statute. "The State was not bound," the Court ruled, "to seek revenue for its highways from that source, and without violating appellants' constitutional rights, could avail itself of other means of assuring safety in that class of cases."

—Robert C. McClellan.

Truck Tariffs Are Proposed in Ontario

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

A STANDARD rate schedule for common carrier trucks transporting freight over Canadian highways that is equal practically to rail tariffs has been framed by the Automotive Transport Association at the request of the Ontario Minister of Highways, the Department of Commerce is informed.

According to the report received here, the minister of highways has been of

the opinion for some time that rate supervision is necessary in Ontario because of price cutting and ruthless competition. The establishment of the uniform rates will be undertaken under the supervision of the provincial department of highways, which will see that the rate schedules are enforced, it is reported here.

The schedule proposed by the transport association is to be studied by the Provincial Government before any official approval or sanction is given, however.

It is reported that the proposed rates for distances up to 25 miles are approximately the same as the railroad rates, although surcharges will increase the rates slightly when destinations are more than 125 miles from the shipping point. The surcharges depend largely on the commodities transported and the distances involved, the Department of Commerce here is told.

—Robert C. McClellan.

New Reo 6-Cylinder of 1½-Ton Capacity

THE Reo Motor Co., Lansing, Mich., announces a new series of 1½-ton Speed Wagons powered with the company's 6-cylinder "Gold Crown" truck engine heretofore available only in Reo's higher-priced vehicles.

The new Speed Wagons provide loading space unusually large for trucks of their rated capacity, or 102 inches behind cab on the 140-inch wheelbase chassis and 126 inches on the 164-inch. Heavy 4-speed transmission and the axles are Reo-built, as is a full line of standardized bodies designed for more than 90 per cent of all commercial haulage requirements to which 1½-ton vehicles are adapted. Chassis price, \$745 f.o.b. Lansing.

Like the continued 4-cylinder, the new 6-cylinder is available as a tractor for semi-trailer operation.

Hobby's Centennial

The John B. Hobby's Sons Co., operating a merchandise storage business at 24 to 27 West Street, New York City, is celebrating this year the one hundredth anniversary of its organization. John Burts Hobby, the president is a direct descendant of the firm's founder, John Burts Hobby, in 1832. He is a member of the merchandise division of the American Warehousemen's Association, the New York State Warehousemen's Association and the Warehousemen's Association of the Port of New York.

The port group at its May meeting adopted a resolution taking cognizance "of the longevity of this organization" and extending to Mr. Hobby and associates "congratulations upon the completion of a period of one hundred years of continuous operation" and the association's "sincere wish for a ceaseless existence."

Miller North Broad Storage Co. Uses Aluminum Alloy for a New Motor Truck Body

A DECIDED novelty in a motor truck body of strong aluminum alloy, so constructed that it can be used in a threefold way—as a regular van body, a body without a top, or disassembled to form a flat truck—has been designed and built in the shops of the Miller North Broad Storage Co., Philadelphia, and placed in operation as a unit in the company's fleet.

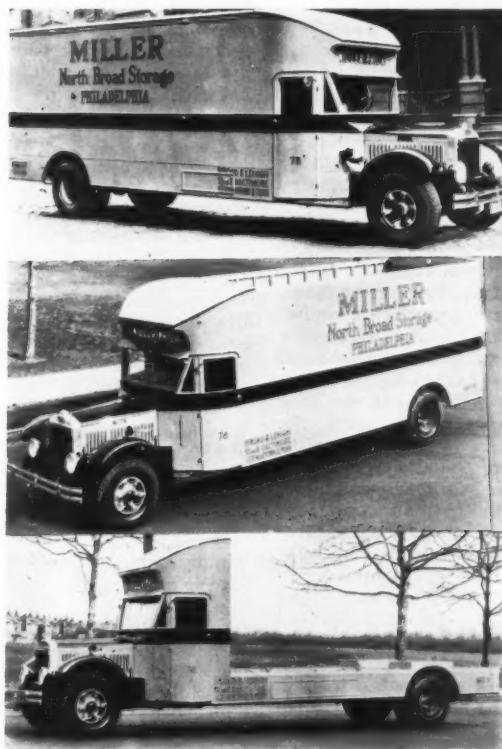
Buell G. Miller, president of the company, desired a body as light as possible, permitting ease and rapidity in disassembling and reassembling side-panels, ends and top; economy of operation; and, at the same time, ability to carry a greater pay-load than an ordinary body of steel and wood.

Mr. Miller called into consultation his body designer and builder, H. A. Mosher, who with one other man in the Miller shops completed this job, which, in its outward appearance when fully assembled, is of the same general type as other van units in the fleet. It was decided to use the products of the Aluminum Company of America, and G. B. Peterson of that concern selected the unit materials. A standard Model B J Mack chassis of 264-inch wheelbase was purchased on which to mount the body.

With the exception of the tail-gate and the slatted roof with canvas covering, the entire body back of the cab is of aluminum alloy. The side panels, of 14 gauge, and which overlap, are built in three vertical sections to a side. They are locked together with two special iron clamps to each section; and are countersunk and bolted through the channel posts, which, when in position, are back to back. Each section has four stake channels, the back one being 3 inches wide. The edge of the aluminum floor is capped by a 3 by 4 by $\frac{1}{4}$ -inch sill angle and through the top leg a round hole, 13/16-inch in diameter, is drilled to accommodate the filler-bar of the channel post, which has been machined round at the end to fit into its hole. An iron pocket is riveted to the leg and a steel hood-strap is riveted to the side of each post and bolted to the floor, thereby pulling the post securely into its pocket. Four metal rings, anchored in the floor, two on each side, admit ropes to fasten on loads.

The inside eaves of the panels are held together by $\frac{3}{8}$ by 4-inch aluminum alloy bar-straps to which pockets are riveted. When the roof is placed in position, 3A pins—one at each end on each side and one in the center on each side—each with cotter, fit into their respective pockets, tying down the roof securely. The roof has seven bows and 26 slats. An angle, 3 by 2 by $\frac{1}{4}$ -inch, extends the full length of the roof on each side and there are exterior rings on the roof, two at each end, for lifting it to the garage roof by block-and-tackle when the truck is to be used either partly or wholly disassembled.

The entire rear section, or panel, is easily removed, notwithstanding that



Miller North Broad's home-constructed aluminum van body. Top, body and chassis complete. Center, showing the roof removed, thus making the unit available for tall crates, etc. Bottom, the job stripped to its Mack chassis, when it is used for transporting lift-vans and other bulky objects

that portion carries a lamp at the top for inside illumination, as the wiring and socket arrangement is such that the whole is lifted out. The anchoring arrangement for the rear section is similar to that for the side panels.

There is a compartment with door on each side of the skirt, one for the storage of oil container and tools and the other for ropes and heavy equipment. There, green front and red rear clearance lights and the side-mirrors are shock-proof, being set in rubber frames.

The body, which has a capacity of 1,070 cubic feet, in its inside measurements, is 93 $\frac{1}{2}$ inches wide, 7 feet 1 inch high and 20 feet 1 inch long. The quantity of aluminum alloy used for it was 1,780 pounds. The chassis weighs 10,330 pounds; the weight of the chassis, body and cab together is 14,600 pounds and the net weight of the body and cab is 4,270 pounds. A saving of 3,300 pounds in weight was accomplished because of the aluminum construction. A steel-and-wood body and cab of the same size, but with an even lighter chassis, would weigh at least 17,900 pounds.

Obvious advantages of the new Miller North Broad aluminum body are:

Ability to carry a greater pay-load;

more economical operation, especially as regards use of gasoline and wear on tires, as well as less general mechanical strain; lower maintenance cost because of rustless construction and long-wearing quality; remarkable ease with which it is kept clean and thus sanitary; and its proof against moisture.

Entirely stripped to cab and chassis, the truck is particularly useful in hauling lift-vans and other bulky articles; minus the roof, it can haul especially well such things as extremely tall crates, or other high objects. To steady such merchandise in transport, aluminum tie-rods, removable to almost any position along the open top, are placed between the articles, the hooked ends of the rods fitting into the straps and pockets used normally to hold the roof-pins.

New Extinguishers

The American-La France and Foamite Corporation, Elmira, N. Y., has announced two new fire extinguishers, known as the Foamite Crusader and the "Childs" Model DS. Both are of the 2 $\frac{1}{2}$ -gallon size. Information may be obtained by addressing the company.

New Accessories and Equipment

Trico Windshield Wiper

A WINDSHIELD wiper especially suited for trucks using air brakes has been placed on the market by the Trico Products Corp., Buffalo. It is claimed to have four or five times the power of the suction-operated models and operates at constant speed because the air supply is taken from the reserve tank of the braking system.

The motor of this new wiper requires only a slight increase in pressure over atmosphere for smooth, rhythmic action with the wiper blades clearing the glass. The motor includes a traveling cylinder, moving on a section piston. The cylinder is of a length sufficient to travel from one side of the windshield to the other. There are no racks, no gears, no belts or any other attachments necessary, the blades being fixed in operating position, one on either end of the sliding cylinder.

The Trico air pressure "Visionall," as it is called, is furnished in an assortment of sizes to meet varying windshield requirements. Power requirements necessitate only from 10 to 15 pounds pressure to insure proper operation. Any pressure above this point may be used with safety. A control valve is supplied for use in the line by means of which reduction of air pressure in the tank to the proper amount is regulated. The wiper is fitted with spring tension arms, assuring continuous pressure on the glass at all times. Standard 5-ply blades are used. A special filtering device may be added to the air lines for the purpose of insuring cleaned air to the wiper. This filter removes all dirt, oil and moisture condensation.

Weaver Jack

THE new all-purpose hydraulic jack introduced by the Weaver Manufacturing Co., Springfield, Ill., is unique in combining the two essentials for truly universal service—ample capacity to handle the heaviest trucks, and the



speed, flexibility and ease of operation necessary for passenger car service.

The capacity of this jack, 20,000 pounds, is ample to handle the heaviest commercial car. Passenger cars can be lifted quickly by means of the foot pedal at the base of the handle. An unusual

range of lift, from 6 to 24 inches, makes it possible to work under the car with ease and safety. The jack can readily be steered into the desired position by pivoting the rear end on the two rear casters, the handle being locked in the most convenient position for this purpose. Raising and lowering is controlled by a lever conveniently located on the handle.

Blackhawk Jack

A NEW principle in hydraulic jack construction, designed for time and labor saving, is introduced in a line of 1½-ton and 3-ton finger-tip controlled service jacks being marketed by the Blackhawk Manufacturing Co., Milwaukee. A unique combination of two pumps—power and speed—automatically operating together, produces speed in contacting the ram with the load, and easy effortless strokes to lift the load.

This double automatic pump consists of two pumps built into one another and operating from the same beam. The small power pump works within the larger speed pump, and they function in rapidly raising ram to load. When the load is reached, the back pressure on the speed pump causes the oil to by-pass into the reservoir while the power pump at slower speed raises the load. Thus speed-lift changes to power-lift automatically.

Bonney Tools

NEW tools of interest to truck operators have been brought out by the Bonney Forge & Tool Works, Allentown, Pa. These include the TF2 small series socket set, the No. 4086 offset handle for the standard socket wrench set, and the XH extra heavy heavy duty socket set.

The TD2 set contains eight double-hexagon sockets with openings of 5/16, 7/16, 1/2, 9/16, 5/8, 11/16 and 3/4 inches. It includes also an offset handle, universal joint, extension, 12-inch "T" handle, speeder, drag link socket and two Crowfoot box attachments.

The offset handle is made of chrome-vanadium steel and is equipped with a standard 1/2-inch drive. Its overall length is 10 inches, while its offset is 3 inches long.

The extra heavy duty socket set consists of seven hexagon sockets with openings ranging from 1 7/16 to 2 1/8 inches. A 9-inch extension, and 18-inch extension, a 22-inch sliding bar and male and female drive heads are also included. All have 1-inch square drivers. This set comes in a substantial metal carrying-case.

Barrel Handling

A machine for especially handling barrels, kegs, drum and rolls has been introduced by the Clark Tructractor Co., Battle Creek, Mich., and is claimed to be "particularly useful in moving barreled goods in the warehouse and in loading freight cars." The company's description:

"The powerful mechanical hand (adjustable for packages of different size) palms the barrel neatly, tilts it back slightly to insure easy riding, and the truck travels with its load at a rate of one to six miles per hour. At its destination a 2-ton load may be tiered as high as 50 inches, in 20 seconds, the lifting and tilting mechanism being operated by hydraulic pressure supplied through an oil pump. This barrel handling machine is regularly built on the Clark 2-ton tiering truck equipped with rear-wheel drive and four-wheel steer, but can be supplied on other Clark tilt truck models and may be built to tier higher than 50 inches is desired."

"The rig is gas-driven to insure 24 hours' continuous operation. The power plant is a 4-cycle, 25 hp. tractor type model. Wide tires insure smooth operation and the compact construction makes it possible to use the truck in narrow and on crowded platforms. It negotiates ramps easily."

"Textoline" Caster

THE Service Caster & Truck Co., Albion, Mich., announced a new "textoline" caster wheel for warehouse and factory trucks. Designed for swift and silent handling of materials, the caster is declared to roll easily and reduce wear on all types of floor surfaces to the minimum and is in itself highly resistant to wear and other common destructive forces.

"Textolite" is a General Electric product consisting of a fine grade of woven duck impregnated with a phenolic resin and hydraulically moulded under high pressure and great heat. It has about the same strength as semi-steel and is particularly adaptable for making caster wheels, making them, according to the manufacturer, most elastic, more resilient, and less destructive than metal wheels. It is claimed further that "textolite" wheels are not affected by grease, oil, water, brine or mild acids, and that



they are non-sparking when used in buildings where stray electric charges are common.

The new casters are made with or without ball or roller bearings, according to the service required. Diameters range from 3 1/4 to 12 inches.

WITH THE ASSOCIATIONS

HERE is presented in tabloid form the Association news that is of *general interest* to the industry as a whole. No effort is made to publish complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

Alvin Turner New President of the California W. A.

RATE regulation and its enforcement by the Railroad Commission, plus rural warehouse problems, common carrier competition, banking practices regarding warehouse receipts, and warehouse service and charges generally, are subjects which occupied the attention of delegates who attended the twelfth annual meeting of the California Warehousemen's Association, held at the Biltmore Hotel, Los Angeles, May 26-27. About forty attended.

The following resolution regarding rate enforcement was ordered sent to the State Railroad Commission:

"That because the Railroad Commission has not policed the public warehouse industry there has resulted a failure to observe and enforce published tariffs by both the warehouse utilities and their patrons which has resulted in discriminatory and preferential rates to large stores against the interest of small businessmen."

The Association went on record also as supporting the Chamber of Commerce of the United States in its stand for Government reduction costs, and protested to the Los Angeles Board of Harbor Commissioners against the use of municipal transit sheds for warehousing purposes.

Officers were elected as follows:

President, Alvin Turner, Grange Warehouse & Storage Co., Modesto.

Sacramento Valley vice-president, W. E. Hibbitt, president Lawrence Warehouse & Distributing Co., Sacramento.

Coast vice-president, E. P. Marshall, Santa Maria Valley Warehouse Co., Santa Maria.

Central vice-president, Frank A. Somers, Grangers Business Association, Port Costa.

Southern vice-president, E. B. Gould, San Diego, president Lyon Van & Storage Co., Inc.

Treasurer, David Wallace, Southern Pacific Milling Co., San Francisco.

L. A. Bailey, San Francisco, continues as secretary-manager.

The tendency toward rate cutting was assailed by Leroy M. Edwards, attorney for the Los Angeles Warehousemen's Association, who, speaking on the necessity of maintaining compensatory tariffs said:

"Warehouses are subject to the same operating conditions as prevail in other utility business. No greater mistake can be made by utilities than to consider following the general trend of downward prices. The reason is obvious," he commented, pointing out that because the warehouse utility was governed by the Railroad Commission it did not have freedom in raising rates at will.

"We do not have the right to cut or run up our rates," he continued, "as has the hotel man or merchant. During good times we are not allowed to earn over a fair rate of return, so if you cut your rates in slack periods you will never have a chance during peak months to make up for economic conditions. As a utility we must keep our earnings as high as possible, since under the rate regulation as enforced, if you lower them they cannot be raised unless you go before the Railroad Commission and make formal application for an increase, showing just cause for so doing. With economic conditions what they are, you haven't a chance to get that increase."

New business, he indicated, would not be stimulated by rate cutting because competitors would take similar action. Not only would volume be affected but warehouses would not earn a fair rate of return if tariffs were reduced, he asserted.

William H. Schroeder, a Los Angeles banking officer, addressed the delegates on the subject of warehouse receipts as collateral. His paper is published beginning on page ???

Weevil infestation in country warehouses was discussed by Dr. Theodore Macklin, Chief, California Division of Markets, who explained the remedies available for pest control, and L. M. Jeffers, spokesman for Dudley Moulton, State Director of Agriculture. Said Mr. Jeffers:

"Many of our warehouses still carry a heavy tonnage of old grain, some of it being three or four years old, and only a short time ago we found in a limited number of warehouses grain that was ten years old. Fumigation of sack grain in our flat warehouses should be considered as a method of control, not as eradication. Where the remaining tonnage of grain is low, the labor facilities satisfactory, and the entire cost can be kept at a reasonably low figure, it is desirable that fumigation under tarpaulin be used as a control method. Associated

with such procedure we should have a thorough cleaning and spraying of the entire warehouse, together with the removal of all screenings and debris which may have collected under and around the warehouse. With the removal of all badly infested grain, and the reconditioning of the grain left in the warehouse, there must be developed a continued practice of keeping the warehouse clean. The screenings belong to the grower and your tariff should contain such a high rate of storage that the grower will remove such screenings.

"We are now giving serious consideration to limiting the life of the warehouse receipt to twenty-four months and are inaugurating a program of education for the grower, the dealer and warehousemen against weevil infestation and control."

In discussing probable legislation for the coming year mention was made that there may be introduced a bill compelling the administration of rural warehouses under the State Department of Agriculture, and that in several instances checking by the State had saved depositories considerable loss.

Cooperation within the industry and other internal problems such as standardization of insurance rates, based on a Statewide survey, presented by E. B. Gould; uniform charges for highway pick-ups and terminal warehouses; labor handling rates, and pool car distribution, were discussed informally without definite action being taken. The purpose of many of these discussions was to apprise association members of conditions within and without the industry.

—S. A. Lewis

Keenan Again Heads Pittsburgh Chapter, Pennsylvania F.W.A.

THE Pittsburgh Chapter of the Pennsylvania Furniture Warehousemen's Association held its eleventh annual meeting on June 8 at the Pittsburgh Athletic Club and reelected the present officers for another year, as follows:

President, James F. Keenan, president Haught & Keenan Storage & Transfer Co.

Vice-president, D. F. Shanahan, president Shanahan Transfer & Storage Co. Secretary-treasurer, Hugh G. Walsh,



Banquet held in connection with the eleventh annual meeting of the Pittsburgh Chapter of the Pennsylvania Furniture Warehousemen's Association. The Chapter's reelected president, James F. Keenan, is seated in lower foreground at left

secretary of the Haugh & Keenan organization.

To the board of directors were added William F. Lang, president Weber Express & Storage Co., and Ed. Werner.

—Maurice P. Sullivan.

McConnell Urges an End to Expense of Administering Warehouse Act

THE United States Warehouse Act was assailed by George M. McConnell, Chicago, president of the Illinois Association of Merchandise Warehousemen, at a meeting of the Illinois Manufacturers Association on May 12. The manufacturers called a meeting of the State's trade associations to consider ways and means for Federal tax revision, and the warehousemen's organization designated Mr. McConnell to represent it.

Mr. McConnell told the group that the expense of administering the Federal Warehouse Act should be eliminated inasmuch as the desired credit accommodations "may be secured through warehouse receipts issued by responsible warehouse companies" which do not require Federal supervision. He said:

"I am here in behalf of the Illinois Association of Merchandise Warehousemen, which group is of the opinion that this meeting will be productive of the greatest good if it makes concrete suggestions of economies rather than confirming itself to the usual generalities."

"Very probably each of the industries represented here has exact knowledge of some paternalistic activity of the Government which is entirely unnecessary, or which is being continued for the principal benefit of a very small group."

"With relation to the warehouse industry, we have the Federal Warehouse Act operated under the supervision of the Bureau of Agricultural Economics of the Department of Agriculture. Under the terms of this Act warehousemen storing agricultural products may apply to the Secretary of Agriculture for authority to operate their warehouses or elevators under the terms of the Federal Warehouse Act. After the granting of such licenses they operate under that Department's supervision, their records and stocks being periodically checked by Government inspectors. This license or supervision is supposed to make their warehouse receipts acceptable to bankers generally for credit purposes.

"While, from the standpoint of the general public and the individuals using such accommodations, it is highly desirable to have merchandise converted into marketable collateral, this Act is now in force for the benefit of slightly more than 900 individual warehouses, many of which are operated for the benefit of one individual or firm. Of the 900 warehouses, 700 are for cotton or grain storage. This licensing provision is not in general use by the warehousing industry, and the proportion of space so licensed is a very small percentage of the total space used in the warehousing industry.

"The cost of administering this Act for the year ending June 30, 1931, was \$295,000; for the year ending June 30, 1932, \$312,000; and for the coming fiscal year \$313,000 has been appropriated. The Illinois Association of Merchandise Warehousemen feels that this expense should be eliminated since the desired credit accommodations may be secured through warehouse receipts issued by

responsible warehouse companies which do not require the supervision of this Bureau to lend strength to their warehouse receipts, or if particular groups strongly feel that the existing facilities are not complete, then that the cost of administration of this Act should be charged by the Government to the firms or individuals who derive benefit from its operation. If the total administrative cost of this Act were prorated among the present 900 users its cost would be less than \$400 each, a small sum in proportion to the benefits secured through the provisions of this Act.

"We should be pleased to have the Illinois Manufacturers Association recommend this economy as one of the number of definite suggestions for reduction of governmental expense and the so necessary balancing of the Federal budget."

Central States Regional Meeting Will Take Place in Indiana on July 16-19

FURNITURE warehousemen, including members of the National Furniture Warehousemen's Association, operating in Illinois, Indiana, Michigan, Ohio and Wisconsin will convene at the Spink-Wawasee Hotel in Wawasee, Ind., on July 16-19 to consider regional problems confronting this branch of the industry.

Out of the Wawasee meeting may come two developments particularly helpful to the household goods storage business in the central region. One is the organizing of an Indiana association of furniture warehousemen. The other is a plan for submitting to the five State

legislatures a proposal for reciprocal relations in interstate trucking of household goods.

H. H. Hardy, Lansing, secretary of the Michigan Furniture Warehousemen's Association, is chairman of a general committee preparing the program. With him on the committee are Joseph A. Hollander, Chicago, secretary of the Illinois Furniture Warehousemen's Association; Russell E. Hillier, Springfield, secretary of the Central Warehousemen's Association of Illinois; J. P. Woodworth, South Bend, Ind.; Arthur B. Compton, Dayton, secretary of the Ohio Warehousemen's Association; and Anthony L. Fischer, Milwaukee, secretary of the Ohio Warehousemen's Association. Harry C. Schroeder, Indianapolis, and William R. Hoag, Chicago, were appointed to make local arrangements.

New York State Meeting in July

THE annual meeting of the New York State Warehousemen's Association will be held at the Fort William Henry Hotel at Lake George on July 8, 9 and 10.

This is the summertime gathering of representatives of the New York Furniture Warehousemen's Association, the Warehousemen's Association of the Port of New York, the Buffalo Furniture Warehousemen's Association, the Central New York Warehousemen's Club and the Truckmen's and Warehousemen's Association of Rochester, the five trade bodies which comprise the State association, of which Joseph W. Powell, Buffalo, is president.

Ordinary State association meets in June but this year dates in July have been selected because the National Furniture Warehousemen's Association is not holding a semi-annual meeting.

Rate Cutting Not Favored by New York's Household Goods Storage Operators

THE cartage rates being charged by companies of the New York Furniture Warehousemen's Association are not being cut at this time. The organization's better business methods committee, headed by Benjamin F. Brockway, recommended a no-change policy in its report submitted at the New York organization's June meeting, held at the Aldine Club on the 13th. The report met with the members' approval.

The report showed that the subject had been one of such extreme interest that when the committee recently held a special meeting to consider it, the meeting was attended by others than the committee members.

Mr. Brockway reported that opinion had been unanimous that cartage rates be not lowered, for one reason because such a reduction would, in the committee's belief, be certain to lead to rate cuts in other departments.

—K. B. S.

A. S. Richards Elected President of Central Illinois Association

THE Central Warehousemen's Association held its annual meeting on June 6 and 7 at the Illinois Hotel in Bloomington and elected officers and committee members as follows:

President, Archie S. Richards, proprietor Sovereign Storage & Van Co., Rockford.

Vice-president, Fred W. Bohl, proprietor Corn-Belt Warehouse, Galesburg.

Treasurer, A. W. Hillier, partner Hillier Storage Co., Springfield.

The term of the secretary, Russell E. Hillier, partner of the Hillier organization in Springfield does not expire until 1933.

Executive committee members, N. B. Gosline, secretary Rock Island Transfer & Storage Co., Rock Island; and Clarence A. Ullman, president Federal Warehouse Co., Peoria.

Membership committee members, John



Archie S. Richards, newly-elected president of the Central Warehousemen's Association of Illinois

G. Petritz, president Rockford Storage Warehouses, Inc., Rockford; Andy Voss, secretary Voss Bros. Express & Storage, Rock Island; and H. J. Crandall, president Crandall Transfer & Warehouse Co., Moline.

It was voted to hold the next meeting in Moline, on Oct. 24-25.

The association authorized the creating of a household goods division and a merchandise division, with a chairman for each.

Also it went on record as offering to cooperate with the Illinois Furniture Warehousemen's Association in any movement toward having the State warehousemen's law changed as follows:

1. Burden of changing an address should be placed on the customer.
2. Warehouseman should have privilege of bidding in at sale.
3. Warehouseman

should be permitted time to display goods before sale.

4. Sales contract lien should be made similar to the mortgage lien, inasmuch as it should be recorded.

On recommendation received from the Washington, D. C., group of the National Furniture Warehousemen's Association it was voted to oppose "any competition of the United States Government in the warehousing and hauling industry."

The group decided that it was not unethical, but that it was "an unwise practice and more or less a foolish one as it was not necessary," for a member to pay, to a transfer company surrendering goods into storage, a commission equal to one month's storage on household goods.

N. B. Gosline, in his report as retiring president, commended the development of the Allied Van Lines' pool set-up and the organizing of the Central Freight Lines within the Central Illinois' membership, declaring them "an important step in the protection of our business from outside competition." He urged effort to bring about interstate reciprocity affecting trucking.

Russell E. Hillier in his report as secretary submitted "as a guide for the activities of the new association year" the following suggestions:

"Standardize accounting among members. Check forms now being used and develop standard ones. Elevate standards in service. Promote better selling of our service. Promote friendly and equitable settlement of competitive differences between members. Reconcile members business methods with code of practice. Promote arbitration of differences. Aggressive follow-up locally on price-cutting and adequate profits. Develop higher degree of local cooperation. Develop profitable sidelines. Consideration of purchasing supplies and services for members. Gathering of statistical information. Develop plans for employee's sickness and death benefit, and pensions. Consider plans for permanent labor employment."

Wilson V. Little, Chicago, executive secretary of the merchandise division of the American Warehousemen's Association, told the group about the Southern Pacific Company's free pool car distribution and cut-rate storage practices in Texas, and discussed the proposed change in Rule 23 of the Consolidated Classification Committee.

—Russell E. Hillier.

To Oppose a Gas Tax Jump in Connecticut

THREE storage executives are members of the newly-appointed legislative committee of the Motor Truck Association of Connecticut, Inc., which will concentrate its efforts to prevent enactment of an additional two-cent state tax on gasoline, threatened at the coming session of the Legislature. This would bring the total gasoline tax, with the present two-cent state levy and the new Federal tax of one cent, to five cents a gallon.

The warehouse industry is represented

on the committee of six by Stephen L. Smith, president of the Motor Truck Association and secretary of the H. T. Smith Express Co., Meriden; Bryant C. Edgerton, Park City Warehousing Co., Bridgeport, and Leonard S. Clark, Henry G. Drinkwater's Sons, Inc., Greenwich.

—Charles B. Barr.

Connecticut Association to Hold 10th Anniversary Celebration on July 17th

IN celebration of its tenth anniversary, the Connecticut Warehousemen's Association will stage an outing and field day on Sunday, July 17, at Eichner's Farm, Trumbull, near Bridgeport. Plans for the event, which is expected to draw an attendance of 150 or more, were announced at the final business meeting of the season, on June 9 at Hotel Taft in New Haven.

C. A. Moore, Bridgeport, is general chairman of the outing committee. His recommendations as to the program were accepted by the members and a sum was appropriated from the treasury to pay for prizes and expenses.

The outing will get under way at 10 a. m., and a luncheon will be served from that time on. The early afternoon will be given over to sports events, including quoits, horse-shoe pitching, baseball and other activities. Special events will be arranged for the women, with Mrs. Moore in charge.

The main event will be a sheep-bake, to be served about 4 o'clock.

It was voted to invite members of the New York, New Jersey, Pennsylvania and other eastern warehousemen's associations to join with Connecticut in the anniversary observance.

The resignation of A. F. Gabriel, Bridgeport, as treasurer, was accepted with regret. Harry I. Yates, manager of the W. M. Terry Co., Bridgeport, was elected to fill the unexpired term.

J. W. Connolly, Hartford, called attention to the article in the June *Distribution and Warehousing* telling of the free pool car distribution and cut-rate storage policies of the Southern Pacific Company. He cited the case as an example of what railroads may do if warehousemen do not keep on the alert.

—Charles B. Barr.

Competitive Sins Beset Movers Who Operate in Detroit

DETROIT is possibly the most difficult city that a legitimate moving and storage company can operate in, according to A. N. Morris, secretary of the Detroit Van Owners' Association. The reason lies in the practices of various companies which make competition highly "cut throat" in policy and motive. Some of the major difficulties cited by Mr. Morris from recent experience are illustrative.

Detroit newspapers have so far failed to restrict the various types of advertising, which in Mr. Morris's opinion, are

definitely misleading. In few cities in the country would the daily papers carry advertisements in the classified section from all types of unknown firms. Free offers of various sorts, catch-phrasing, and space taken with a telephone number and no address, constitute practices in this respect.

One Detroit moving company has a long contract, printed, running about one thousand words. Probably no customer ever read it through, but some of its clauses are amazing. One demands that the customer pay the fine if the driver is arrested for traffic violation while on the road. This proposition is made apparent only when the customer is asked to pay—and he finds he has signed an agreement of unwieldy length without reading it.

Another common practice in Detroit is to use several names for the same company. One Detroit firm uses at least eight different names, all from the same address. Another was able to enter competitive bids on a Government contract through using dummy firms of this type. Additional varieties of misleading advertising are possible under this line-up, while the customer does not have the chance to get at the man responsible.

Refusal of permits to operate on the highways may be the next step for "gyp" operators of this type. Efforts are being made by the Detroit Van Owners' Association to have the Michigan Public Utilities Commission take this action, and several hearings have been heard, on charges of fraudulent practice.

The "cartage to storage free" idea, adopted by several companies, is classed by the Commission as definitely bad practice. It has been dropped by agreement by most Detroit companies, but at least one concern has continued to advertise this over the radio and accustomed the public to expect similar unwarranted concessions from other companies.

Another bait used to catch customers is the dollar-a-room rate; this is now reduced to seventy-five cents. This may actually run higher than standard hour rates. The operator charges the full room price for picking up one box off a porch, from a closet, taking any items from the basement, etc., and makes up well for his apparently low charge basis. The customer has no "comeback," because he must pay before receiving his goods.

—H. F. Reeves

Heads Freight Group

At the tenth annual meeting of the Washington Motor Freight Association, which includes warehouse executives in its membership, Stanley W. Northcutt, secretary-treasurer of the Mountain Road Auto Freight Co., was elected president.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

Washington State W. A. Again Elects Fortune President

TWENTY members of the Washington State Warehousemen's Association met in annual convention on May 21 at the Multnomah Hotel in Portland, Ore. Following a business session the Washington warehousemen met in joint session with a group of fifteen Portland warehousemen for discussion and preliminary work on a schedule of tariffs and equalized rates to be effective for both Washington and Oregon. O. C. Taylor, Seattle, is chairman of a committee appointed to work on this problem during the coming year.

No speakers were scheduled for any time during the convention, but discussions lengthened the business session. An equally informal banquet was held in the evening.

The entire group of officers was unanimously reelected. They are:

President, Jack Fortune, Fortune Transfer Co., Inc., Seattle.

Vice-president, W. B. Fohlin, secretary Spokane Transfer & Storage Co., Spokane.

Treasurer, J. R. Goodfellow, president Olympic Warehouse & Cold Storage Co., Seattle.

Secretary, H. P. Mehlfeld, secretary Winn & Russell, Inc., Seattle.

Trustees, F. E. Grimmer, manager Grimmer Storage & Truck Line, Inc., Spokane, and Matt Newell, president Pacific Storage Warehouse & Distributing Co., Tacoma.

Holdover trustees are C. C. Cater, president Cater Transfer & Storage Co., Spokane; James M. Watkins, president Pacific Transfer Co., Spokane; Walter Eyres, president Eyres Storage & Distributing Co., Inc., Seattle; R. R. Mitchell, secretary System Transfer & Storage Co., Seattle, and J. E. Turnquist, president Star Commercial Moving & Storage Co., Tacoma.

The Washington Association amended its by-laws to provide that the annual meeting be held hereafter in March instead of May. The Oregon State Association assembles in March, and joint gatherings are planned.

General discussion of the shipping charge, following President Fortune's paper in which this development of the past year was reviewed, disclosed that most of the members were having no trouble with shippers, although a few members were in instances involving some of the larger manufacturers.

It is expected that the warehouse storage and handling tariff being drafted by the Taylor committee will be adopted in the near future, according to Secretary Mehlfeld. Adoption of it by the warehousemen operating Washington and Oregon will cement the existing business relationship.

The Merchants Transfer & Storage Co., Seattle, was elected to membership. The association now has thirty-seven members.

—L. R. Larson

Lease of Newark Base by Mercur Corp. Assailed at Hearing on Proposed Sale

(Concluded from page 9)

wise and improvident." He contended that the agreement between the War Department and the Mercur Corporation was not, in fact, a lease but a mere operating contract whereby the Mercur Corporation acted as the Government's operating agent. He declared the contract was subject to all the vices of the cost plus contracts which provoked criticism during the World War. It gave the Mercur Corporation no incentive to be economical, he said. Mr. McSwain characterized the Mercur Corporation as a "roll top desk" organization and accused it of delaying its monthly reports to the War Department so it could use current receipts for working capital.

This was denied by Maj. Gen. John L. DeWitt, Quartermaster General of the Army, and by the officers of the Mercur Corporation.

Chairman McSwain made it plain that the committee was definitely opposed to sale of the valuable pier property at this time. He said he did not feel this was the time to sell. Other members of the committee expressed their views in the same vein.

The chairman said, however, that the committee would be glad to receive offers to lease the property if the offers would assure the Government a reasonable return. He contended that the Government received nothing from its present agreement with the Mercur Corporation. General DeWitt took issue with that statement, pointing to improvements made to the property by the lessee.

At the May 23 hearing Benjamin T. Haines, New York, said he would be glad to lease the Port Newark base at a rental which would bring the government \$200,000 a year or more. At the June 3 hearing this offer was amended by Thomas C. Powell, acting for Mr. Haines.

Mr. Powell said it was proposed to form a new corporation, to be known as the Northern New Jersey Terminal-Warehouse Co., of which he would be president, with Mr. Haines as the principal backer. This corporation, he said, would pay the Government 175 per cent of the 1931 revenue received from operation of the pier. This would amount to a minimum of \$140,000, Mr. Thomas said.

Chairman McSwain declared the Government had received nothing in 1931 from the pier operation and observed that "175 per cent of zero is zero."

The city of Newark was anxious to obtain control of the base through purchase, J. Harry Hennegan, assistant corporation counsel of that city, testified. Chairman McSwain told Mr. Hennegan that it was evident the base would not be sold now and asked him if the city would be interested in a lease.

"The city never has officially considered leasing the property," said Mr. Hennegan, "but I think I can safely say it

ARMY BASE COMPETITION

will be interested in any disposal the Government makes of the property. I feel the city of Newark should be given an opportunity to make an offer. If it is outbid by a private concern at least the piers will be returned to the city as tax ratables."

The old question of sugar storage at the pier and the alleged discriminatory nature of a contract formerly in effect between the Mercur Corporation and W. R. Craig & Co., New York sugar brokers, was brought up at the May 26 hearing.

A. M. Walbridge, of the New York Coffee and Sugar Exchange, declared that Craig & Co. received "surreptitious rebates" from the Mercur Corporation on sugar stored at the Army Base by the latter. As a result of this situation, he said, the license to store sugar was taken away from the Mercur Corporation and has not been restored.

Officers of the Mercur Corporation stoutly denied Mr. Walbridge's charges of discrimination and rebates and declared the corporation's license had been suspended for an ulterior purpose. They said other warehouses whose licenses had been suspended for the same reasons given by the Sugar Exchange for suspension of the Mercur license had had their licenses restored.

Before adjourning the hearing on June 3 Chairman McSwain said a further hearing would be called at his discretion if and when a satisfactory offer for lease of the Army Base was received by the committee. He said if an attractive offer was received either from the city of Newark or some private interests, he would call Secretary of War Hurley before the committee and place the offer before him.

He said he supposed the War Department, acting in the best interests of the Government, would cancel its agreement with the Mercur Corporation if a better offer were received. If it refused to cancel the present agreement in the event of a more attractive offer, Mr. McSwain said, his committee would give consideration to a resolution whereby Congress itself would cancel the agreement.

—Stephens Rippey.

Warehouse Receipt as Collateral for Loans from Banks

(Concluded from page 15)

to contact the officers of the bankers' association with a view to working out some means for exchange of information, you would be welcomed.

I have ventured to be a bit specific in what I have said because I accepted in good faith your invitation to tell how the acceptability of the warehouse receipt might be increased. I have done only the thing you asked of me. I have done it in a spirit of cooperation with a business group which has much in common with the group I represent—more perhaps than we have previously realized.

Leasing of Boston Army Base Now to Private Interests Is Opposed by Warehouse Group

(Continued from page 17)

fied to operate the pier at this time, Mr. Spear said. He referred to testimony of witnesses for the Port Authority who contended the port of Boston was at a disadvantage with the Army Base under Government operation because the Shipping Board could not solicit business for Boston as against other Atlantic ports.

"Evidently the applicant's witnesses refer to solicitation of storage which is competitive with private storage," said Mr. Spear, "for the Government representatives certainly do solicit the business of steamers which come to Boston."

Mr. Nichols urged the board to let the warehousemen speak for themselves and not accept the Port Authority's interpretation of their position. Chairman T. V. O'Connor asked the witness whether he approved of storage of the Farm Board wool on the pier.

"As warehousemen we oppose the Government competing with private interests and leasing Government facilities to private interests to compete with other private interests, because we do not feel Government facilities should be so used," said Mr. Nichols.

Commissioner Smith interposed that "in theory I think the Board agrees with you, but we have here something more than a theory." He asked Mr. Nichols whether, in view of existing conditions surrounding storage of the Farm Board wool, he opposed use of "these fine facilities" because they compete with private interests which pay taxes.

"Yes," Mr. Nichols replied, "I oppose that in principle."

"Then, would you go so far as to nail up the port of Boston if these facilities could not be used otherwise?" asked Commissioner Smith.

"No," replied Mr. Nichols; "I would not go that far. I believe the Army Base provides facilities not otherwise available which are superior to other facilities of the port of Boston. But there are some facilities there which duplicate others in the port and I don't feel they should be used."

Commissioner Albert H. Denton asked Mr. Nichols if he did not think there was justification for the Government storing the wool in its own facilities.

"I think there is room for criticism there, whether or not it is justified," said Mr. Nichols. "I don't think the Government should establish the policy of helping special groups, such as it is doing in the case of the Federal Farm Board. If the Government is going into business it should take over all groups alike."

"Don't you think your answer is from a warehouseman's point of view rather than the broad view of what is best for the most people?" inquired Commissioner Denton.

"My opposition is against the theory

ARMY BASE COMPETITION

Distribution and Warehousing
July, 1932

of this wool storage rather than the actual situation of its storage," Mr. Nichols said. "Probably the wool would be stored in other Government property if it were not in the Army Base, though we hope its storage there will be only a temporary condition."

Mr. Codman told the board he was opposed to use of the Army Base for wool storage and opposed to leasing the base to private interests. He protested against any further extension of the Army Base storage facilities for Farm Board wool.

Mr. Wiggin declared that placing the property "at the mercy" of private operators at this time would "aggravate the condition in which terminal owners, such as our company, find themselves." The purpose of the interests seeking the terminal, he said, "is to have a property costing them so little that they can do business at far lower costs than anyone with property paying city taxes and subject to usual interest and carrying charges."

"We have suffered a series of annual losses for the past five years," Mr. Wiggin said, "which have been quite staggering in amount. This condition has been very largely caused by the competition of the Army Base through its various operators. They have taken storage heretofore done by public warehouses.

"Even now, under Shipping Board operation, storage is being done at the base which competes with our warehouses. Notwithstanding our protests, storage competitive with our business has been taken at the Army Base for several years. Although a supposedly protective clause was inserted in the lease of the Bay State Shipping Company, it never was fully effective."

Mr. Wiggin quoted the storage clause in the last lease of the property which provided that the lessee should not "unduly compete" for general storage with privately owned and operated warehouses in Boston. There has been much difference of opinion as to the meaning of the phrase "unduly compete."

In lieu of the storage clause used in the last lease, Mr. Wiggin suggested another which should be inserted in any lease which may be made in the future. This clause was presented as a result of arguments placed before the Shipping Board by the warehousemen on Nov. 27, 1928. It follows.

"The lessee covenants and agrees for itself and all sub-lessees that the demised premises shall be used only for the loading and discharging of passenger and cargo vessels and railroad cars, the assembling of outward and the delivery of inward cargoes and, in connection with and incidental to the foregoing purposes, for the transit storage of merchandise arriving by water destined for rail transport to points west of the Hudson River or from such rail points destined for shipment by water carrier. No general storage warehouse business shall be permitted, but such portions of the premises which from time to time are not needed for the purposes

above set forth may be used for the storage of such articles as the Massachusetts Warehousemen's Association shall certify are not competitive to the general storage warehouse business in Boston."

It is interesting to contrast this definitely binding clause with that suggested to the Board by the Boston Port Authority, namely, the identical clause used in the Bay State Shipping Co. lease, which was objected to so strenuously by the warehousemen, with the added definition of "unduly compete" as being construed to mean "that only traffic discharged from or loaded to steamers using the Army Base will be accepted for storage." The all-important difference between the two clauses is that that submitted by the Boston Port Authority makes no attempt to confine storage at the base to in-transit storage.

"After the experience of three years of operation by the Bay State Shipping Co. and the Shipping Board, we submit that

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the clause does not give the protection against Government or Government-subsidized competition which we must have, and we earnestly urge your sympathetic assistance in righting this condition," said Mr. Wiggin.

Mr. Wiggin said if the Shipping Board would make a dockage and wharfage charge uniformly assessed against all freight whether delivered to trucks, cars or lighters, such as charged at the Commonwealth piers, sufficient revenue could be obtained from the Army Base to show a good operating profit.

"We strongly urge that the Shipping Board themselves operate the piers under the same tariffs as the Commonwealth of Massachusetts for dockage and wharfage," Mr. Wiggin said. "The Commonwealth piers do not take storage, but handle foreign and domestic traffic to the best interest of the Port of Boston. Great advantage would accrue to local importers and a reasonable income would result. This would neither drive traffic from our port nor change the distribution of the steamers now using various terminals. In fact it would probably force the railroads to use the Commonwealth tariff instead of the unfair and discriminatory Howard scale now in use."

Mr. Wiggin suggested that the National Wool Marketing Corporation, which now uses the upper decks of the north and south pier sheds of the Army Base, should extend its tenancy to the

upper decks of the wharf shed. He said this would remove the entire controversial question of storage.

"Then the extensive lower deck space could be used entirely for the quick and economical handling of steamers," he said. "These transit piers of the Army Base are absolutely necessary for the commerce of the port and we would prefer to have them continued to be handled by the Shipping Board employees as at present.

"However, should the Board decide that they do not wish to continue under their own management, and must place them under private operators, our company will be greatly interested in securing the position as operator."

Mr. Wiggin declared his firm was in position to operate the Army Base for the best interests of the port. If chosen as operators, he said, it would greatly assist in unification of the port charges and practices.

"Our great interest in the operation of these Army Base piers comes from the fact that we have invested between \$5,000,000 and \$6,000,000 in merchandise and lumber terminals, which are subject to taxes, interest and other charges not borne by Government property," said Mr. Wiggin. "Thus we have carrying charges of approximately \$500,000 a year to meet that are not applicable to the Army Base. The Shipping Board should be very careful to so operate the base as not to use this difference to bring ruin to our operations, which are fully as essential to the port as the Army Base itself."

Johnston B. Campbell, attorney for the Boston Port Authority, assured the Board that if it decided to award the lease for the pier to Mr. Wiggin, the Port Authority would cooperate with Wiggin Terminals to the best of its ability. He declared the Port Authority was not interested in any particular operator, beyond having assurance he would be competent.

Summing up for the warehousemen, Mr. Powers said there were two proposals before the Board:

1. That it should lease the Army Base.
2. That it should broaden the base to do business which will compete with private business.

"The Port Authority has come here ostensibly to do something for the port," Mr. Powers said. "I don't question their desire to help, but I think they have been frightfully misled. There have been no complaints as to operation of the base by the Shipping Board."

He said it would be difficult to bring to Boston new business which the Port Authority is promising would increase commercial storage at the port. He said the only result of leasing the property at this time would be the opening up of storage space at charges lower than those made by private warehouses, which would enable Boston to undercut New York in some instances in borderline territory.

Mr. Powers said that if the pier were leased to the Harvey Miller interests

there had been no assurance that Mr. Miller would give up his present Pennsylvania Railroad connections.

"What do you think he would do to bring business to Boston in competition with his warehouses at Norfolk, Philadelphia and other ports?" Mr. Powers asked. "The Army Base is a public pier and should be used for public purposes, not for private storage. It is perfectly obvious that the phrase 'unduly compete' is construed by the Port Authority as permitting the storage of any traffic that comes by water. This would involve traffic for the Boston metropolitan district."

R. Granville Curry, counsel for the interests represented by Gerrit Fort, said that group had no desire to put into effect rates which would injure Boston warehousemen. The group, he said, wants the terminal operated for the best interests of the port and with the least injury to other interests.

As the hearing opened Chairman O'Connor sprang a surprise by placing in the record a long letter written to the Board on March 25, 1932, by Richard Parkhurst, vice-chairman of the Boston Port Authority, severely criticizing the Board's operation of the Army Base. Mr. O'Connor said he was sorry there had been a split between the Board and Boston interests.

The Parkhurst letter, reading of which created a stir in the hearing room, said that the Board in January had voted to call for bids for lease of the property, but had reversed itself in February. The letter charged that after the visit of a "well known Boston warehouseman" to the Board's office the Board recalled from the mail its call for bids for lease of the Army Base.

"We are not at all pleased at the way this whole thing is being handled," the letter said. "The Shipping Board has been subjected to much criticism in its operations in this community. It has been only through strenuous efforts of the Port Authority that newspapers of Boston and New England have not used more derogatory statements about the Board.

"Our port has received very little consideration from your organization. There has been no solicitation of business for the port and business has been done on a catch-as-catch-can basis. The base has been surrounded by mystery and confusion—something we cannot fathom."

Chairman O'Connor had read into the record the reply of President Elmer E. Crowley of the Merchant Fleet Corporation pointing out that the Board had no complaints about its operations in Boston. Capt. Crowley's letter said it had been the Board's policy not to indulge in undue competition with the Boston warehouses.

"Our operating force has been instructed to solicit vessels coming to port, but not to solicit business for storage," the letter said. "They are instructed only to quote warehousing rates when asked."

Mr. Parkhurst was the first witness at the hearing. He went over his letter

ARMY BASE COMPETITION

to the Board and President Crowley's answer, paragraph by paragraph, in an attempt to explain just what was meant. It was learned that extraordinary efforts had been made by Mr. Parkhurst and other officials of the Port Authority to prevent his letter from becoming public.

Going into his prepared statement, Mr. Parkhurst outlined five reasons why the Army Base should be turned over to private interests:

"1. The Army Base terminals in Brooklyn, Philadelphia and Norfolk are leased to private commercial operators and are put to the fullest use in order to attract business to these ports.

"2. By having the Boston Army Base in the hands of a private commercial operator, the Port of Boston will be placed on a more favorable basis with respect to its competing ports. Naturally the Government as operator of the terminal cannot favor one port over another.

"3. The Boston Army Base has splendid facilities for storage in transit which al-

"(a) That he will maintain aggressive solicitation of business for the Port of Boston.

"(b) That the terminal will be used exclusively for the handling and storage of water-borne freight, that is, freight discharged from or loaded to vessels using the pier.

"(c) That storage will be granted at reasonable rates to merchandise discharged by steamers at that pier or while awaiting export.

"(d) That he will allow the New Haven Railroad, should they so desire, storage space at a reasonable rate, so that they could put in effect in-transit storage at that terminal."

Mr. Parkhurst suggested also that the lease be made for seven years instead of five, holding this would give the lessee a better opportunity to write off or depreciate his equipment. The lease also should contain a clause permitting free access to the pier on the basis of competitive bidding for such work as may be available to recognized stevedoring, clerking, weighing and trucking organizations.

The lease also should contain a provision that no wool, domestic or foreign, would be accepted for storage and that the lessee shall not "unduly compete" with private warehouses.

Also opposing continued Shipping Board operation of the pier, Mr. McCoubrey said the present type of operation was not conducive to furthering the best interests of the Port of Boston, "because Governmental operation has not proved in the past to carry with it all the benefits that are claimed, and in comparison with private operation of any enterprise it suffers."

Mr. McCoubrey said in his opinion local warehousemen would not be hurt by private commercial operation of the Army Base, but would benefit by the bringing of additional business to the port, because they would have an opportunity to secure some of the new business.

"In any case," he said, "any new business the Army Base might attract to the Port of Boston would be business not now enjoyed by the local warehousemen."

Mr. McCoubrey said the bulk of the traffic handled over the Army Base pier would not and could not go to local warehousemen with the exception of the Wiggin Terminals and the National Dock & Warehouse Co., which are terminal operators as well as warehousemen. Low grade commodities stored in transit, he said, cannot bear the extra cost of transferring from the pier by truck or railroad car to a private warehouse.

"These commodities have to be stored directly on the waterfront to eliminate handling costs, and inasmuch as other ports have facilities for waterfront storage and do handle such traffic today, we can see no reason for the local warehousemen opposing our application to this Board," he said.

"We feel that their fears are unfounded in that the operation of the Army Base as a waterfront terminal would interfere with their business and

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low for the economical handling of cargo direct from end of ship's tackle into storage space.

"4. It is our understanding that the Shipping Board desires, at the earliest possible date, to withdraw from ship and terminal operation. The Shipping Board has sold most of its steamship lines to private operators. The Board also has leased for private operation its Army Bases at competing ports, so that leasing the Boston base for private operation would appear to be in line with its evidenced and determined policy.

"5. Lease of the Army Base for a stated period of years would relieve the uncertainty as to future use, policies and management of the terminal and enable long-term arrangements, such as, for example, berthing of steamers, to be put into effect for the bringing of new business to the port. The tone of the port in the eyes of the shipping and traveling public would undoubtedly be raised."

Mr. Parkhurst urged the Board to give consideration to the following suggestions in leasing the terminal:

"1. That the successful bidder be approved by the Boston Port Authority.

"2. That such bidder give assurances to the United States Shipping Board and to the Boston Port Authority along the following lines:

we are of the opinion that the United States Shipping Board could amply protect their interests by having a clause inserted in the proposed lease similar to the clause that has been in a lease in the past, namely, that the operator of the Army Base shall not 'unduly compete' with private warehouse interests."

Others who testified for the Port Authority were Walter E. Doherty, head of John A. Conkey & Co., customs brokers; Horton I. Marlor, president, Davis & Hough, Inc., cargo superintendents; Andrew O'Toole, of the Boston Grain and Flour Exchange; George A. Anderson, of the Boston Wool Trade Association; Francis Dowd, secretary of the Associated Industries of Massachusetts, and John Leonard, of John G. Hall & Co., steamship agents.

—Stephens Rippey.

I. C. C. Approves Use of Trucks in Chicago Switching District

DISTRIBUTION AND WAREHOUSING'S Washington Bureau,
1163 National Press Building.

THE Interstate Commerce Commission has given its approval to an arrangement long in effect whereby motor truck service has been substituted for rail switching service in the Chicago switching district whenever such substitution has been deemed necessary by the rail lines.

The situation came before the Commission as a result of tariffs filed by the carriers serving Chicago to become effective Sept. 15, 1931, providing that "transfer of freight between freight houses in the Chicago district . . . may be performed by rail switching service or by highway vehicle service at the option of the road haul carrier . . . directly involved."

This same service has been performed for some years without tariff authority, the carriers contending such authority was unnecessary. After conferences with representatives of the Commission, however, they agreed to file the tariffs, though clinging to their contention that tariff authority was not needed.

No protests were made against the tariffs, but the Commission suspended them on its own motion. The carriers said the use of trucks between their Chicago freight stations had expedited the service on a large amount of traffic, saving in some cases 24 hours or more. This has enabled them to reclaim a large portion of the traffic lost to independent trucking lines which make a practice of picking up freight in the Chicago district one day and delivering it to nearby points the following day, and *vice versa*.

The carriers also said use of trucks in performing the terminal service had resulted in a material saving in cost to them and in an increase of traffic. No change in the rates to the public was contemplated in the suspended tariffs.

Shippers, generally, approved of the truck substitution.

The Commission did not approve of the wording of the tariff rule because it said the truck service could be performed "at the option of the road-haul carrier involved," whereas the truck service actually was performed at times in substitution for service by the terminal lines.

Consequently, the Commission approved the service provided the carriers would publish a tariff rule providing "transfer of freight between freight houses in the Chicago district . . . may be performed by rail switching service or by highway vehicle service at the option of the carriers."

The practical effect of the decision is to make no change whatever in the present arrangements; it merely requires filing of tariffs worded as the Commission directed.

In commenting on divisions received by the Chicago terminal carriers out of the line-haul rates, the Commission said they were "appropriate subjects for close scrutiny" because "interests affiliated with certain of the terminal carriers control a large amount of traffic." The Commission admitted the question of those divisions was not involved in the truck substitution case, but pointed out they were subject to its jurisdiction.

—Stephens Rippey.

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2 Per Cent Dividend

At the regular meeting of the board of directors of the New Orleans Cold Storage & Warehouse Co., Ltd., in June, a dividend of 2 per cent was declared for the current year to all stockholders of record, payable June 20, according to S. J. Drapekin, secretary.

Sullivan Buys Grand Island

The Sullivan Transfer & Storage Co., Omaha, has purchased the Grand Island Storage & Forwarding Co., Grand Island, Neb.

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Southern Railroads Seek Further Rate Revision on Barge Line Transit Sugar

DISTRIBUTION AND WAREHOUSING'S Washington Bureau,
1163 National Press Building.

SUCCESSFUL in their fight before the Interstate Commerce Commission in having eliminated the lower differential freight rates on sugar shipped from New Orleans, Gramercy, Three Oaks and Reserve, La., and Mobile, Ala., to points in the Southeast when stored in transit at Federal barge line intermediate terminals, the railroads of the South are now attempting the same elimination on sugar from the same points to the Southwest when stored at Baton Rouge, Vicksburg, Helena and Memphis.

The second attempt, if successful, will not be accomplished with a battle, however, for the Commission has suspended, until Dec. 20, tariffs proposing to cancel existing rail-barge-rail rates on sugar stored in transit and substitute the all-rail basis (I. & S. Docket 3749). This is the basis the Commission prescribed in its decision in I. & S. Docket 3534, involving the same principle on sugar to the Southeast.

The tariffs were suspended after protests had been filed with the Commission by the Inland Waterways Corporation, Godchaux Sugars, Inc., New Orleans, and the New Orleans Joint Traffic Bureau.

The Federal barge line's petition requesting suspension of the tariffs says the railroads attempted to persuade it to join in cancellation of the present differential rates. The barge line, however, refused.

According to L. D. Chaffee, traffic manager for the Federal barge lines, a differential of 20 per cent under the all-rail rates is necessary to attract the sugar tonnage to the boats. Very little traffic had moved on rates reflecting 10 per cent differentials, Mr. Chaffee said.

"The barge line has been advised by shippers that there is no possibility that they would use the service via the barge line at all-rail rates for shipments of sugar from and to the points which would be affected by the schedules here sought to be suspended," said Mr. Chaffee.

"There is no incentive to use this slower service except where a saving in freight charges as compared with all-rail charges is effected. Transit charges now in effect . . . coupled with the all-rail basis of rates entirely eliminate any savings shippers are at present able to obtain under the differential adjustment.

"For these reasons, and because of the expense involved in their publication, the barge line does not at this time deem it necessary or advisable to become a party to and issue joint barge-rail rates constructed on that basis. The transit charges would be in addition to the through rates; therefore if the all-rail basis of rates were established, the total charges to users of the barge service on transit sugar would, in many instances, be in excess of the charges via all-rail routes."

The Inland Waterways Corporation charges the rates proposed by the car-

riers to the Southwest would violate the Commission's order in Ex Parte 96, which required establishment of differential rates on barge-rail traffic.

Entirely apart from the Commission's order in Ex Parte 96, Mr. Chaffee's petition says, the proposal of the rail lines, in effect, to eliminate the sugar transit privileges involves a principle which the Commission has repeatedly determined, namely, the right of a carrier to establish and maintain transit privileges on its own line without consent of other carriers participating in through rates under which the transit rates apply.

"In effect," Mr. Chaffee said, "the rail carriers are attempting to dictate the barge line's transit policy by prescribing minimum barge-rail rates for application via their lines on transit traffic."

The familiar question of the superiority or inferiority of the barge service is again brought up in the Chaffee petition, the bare line contending its service is sufficiently inferior to all-rail service as to justify maintenance of the differential rates and the transit privileges as well.

"Infrequency of sailings, time in transit, interest on investment, additional storage charges, inferior condition of the package on arrival, and many other factors affect the barge rail service with transit so as to make it inferior to all-rail service," said Mr. Chaffee.

The petition points out that the barge line has facilities at Helena, Ark., and Memphis which at present are not entirely used in the conduct of its common carrier service. This excess space, it says, would be idle or vacant most of the time if it were not for the sugar storage.

Again, in this proceeding, the cost factor is brought up, the barge line contending that the extra cost of handling sugar stored in transit is less than the minimum transit charge of 1½ cents per 100 pounds.

Commercial warehousemen doubtless will dispute this statement.

The petition calls attention to the fact that sugar tonnage on the barge line's Mississippi division in 1931 amounted to approximately 52.5 per cent of all northbound tonnage, producing about one-third of all revenue received on the Mississippi division.

"All, or substantially all, of this tonnage will be diverted from the barge line if the suspended tariffs become effective," the petition says. "In terms of the whole this tonnage is small as compared with total all-rail traffic; it is, however, of tremendous importance to the barge line."

The petition says also that the railroads themselves grant the same storage privileges at inland points on their lines that the barge line grants at its river terminal. To continue the storage privileges on all-rail shipments while virtually eliminating it on barge-rail shipments would be discrimination against the water-rail routes, according to Mr. Chaffee.

In addition to that, the petition says, if the proposed tariffs become effective, sugar may be shipped on the existing

differential rates in connection with the barge line and enjoy transit at interior southwestern points accorded by the rail carriers, but not at barge line ports where the privilege is accorded by the barge line.

The barge line petition attempts to show different conditions in connection with the rates involved in the present proceeding than were involved in I. & S. Docket 3534. The latter, the petition says, involved routes and rates via the Warrior division of the barge line, while the present tariffs affect routes and rates via the lower Mississippi division on which operating costs are much lower.

Replying to the barge line's request for suspension of the tariffs, F. A. Leland, chairman of the Southwestern Freight Bureau, for the carriers, says the present proposal is the same as the Commission found reasonable in its decision in I. & S. Docket 3534 in connection with rates on sugar to the Southeast.

—Stephens Rippey.

Bayway Financing

Vice Chancellor Backes, in New Jersey, has ordered the Bayway Terminal, Elizabeth, N. J., and Alfred A. Stein, receiver, to show cause why a foreclosure receiver should not be appointed.

The action was brought by the New York Trust Co., trustees. The terminal in 1926 mortgaged property in Elizabeth to secure payment of principal and interest of a \$3,000,000 bond issue.

The trust company contends that the terminal is without adequate working capital to carry on its business and that its income and revenues are insufficient to pay indebtedness now due. The bank says \$584,000 of the bonds have been retired and \$2,416,000 are outstanding. Interest of \$78,520 is also alleged to be due.

Central of Detroit Seeks Federal Income Tax Review

DISTRIBUTION AND WAREHOUSING'S Washington Bureau,
1163 National Press Building.

THE Central Detroit Warehouse Co., Detroit, has petitioned the U. S. Board of Tax Appeals to review its income tax account for 1930 with a view to setting aside a ruling of the commissioner of internal revenue that the firm owes \$1,987.37 in income tax for the year in question.

The petitioner was a reorganization of the Coe Terminal Co. and it is contended that "the commissioner failed to give consideration, in the deductions from income for the new company, to depreciation on the warehouse, an asset of the old company, or amortization of leasehold on cost basis." The cost of the leasehold was the bondholder's equity in the warehouse building formerly owned by the Coe organization.

It was the contention of the commissioner that the Coe company and the Central Warehouse Company were different legal entities.

The Detroit firm paid no income tax for 1930 but the commissioner held it should have reported a net income of \$19,561.40 in 1930 and paid \$1,987.37 to the Federal Government as income tax for 1930.

—Robert B. McClellan.

Weicker Expansion

The trucks and equipment of the Refrigeration Trucking Lines, Inc., Pueblo, have been taken over by the Weicker Transportation Co., identified with the Weicker Transfer & Storage Co., Denver.

One of the outstanding accounts transferred is a service contract with the Nuckolls Packing Co., Pueblo, for haulage of refrigerated meats.

Farmer Wayne Among His Grain



Or perhaps it isn't grain: this may be a potato patch—you couldn't expect a city editor to know that. Anyhow, we present here a snapshot of Grant Wayne, a former warehouseman, "down on the farm" at Sharon Springs, N. Y.

Manager, up to last Jan. 1, of the West End Storage Warehouse, Inc., New York; a past president of the New York Furniture Warehousemen's Association, and a charter member and a past director of the National Furniture Warehousemen's Association, Grant Wayne's vocation now is that of agriculturist combined with dairyman. He has not yet appealed to Congress for Farm Relief.

Palmer Holds Shipping by Container Passing the Experimental Stage

(Concluded from page 13)

warehouse receiving it to make a shipment to any point, because after it leaves our warehouse, we have no interest in its return.

If every warehouse in the country built and shipped containers of this type, it is reasonable to believe that all members of the National Furniture Warehousemen's Association would in a short time have several on hand, which they had received from other warehousemen, which could be used for making shipments to any points that they wished, and would never have to be returned to the shipper.

In my mind, the ideal way in which to quote a customer for making a container shipment would be from the door of the customer's home at point of origin to the customer's home at point of destination, including unpacking and placing. With this in mind, I have formulated certain other figures, which, while they are applicable to New Haven, would, of course, not apply in other sections of the country, where local conditions are different, but each warehouse could compute its own figures along these lines, and send them to the N. F. W. A. to be relayed to other warehouses:

Hauling, freight house to warehouse, or warehouse to freight house, on furniture packed in crates or containers, per hundred pounds 20c.

Hauling, freight house to residence on furniture, packed in crates or containers, per hundred pounds, 30c.

Hauling, containers, freight house to residence, unpacking, placing furniture, and unpacking china, per hundred pounds, 50c.

Hauling, crated furniture, freight house to residence, uncrating and placing furniture and unpacking china, per hundred pounds, 75c.

Hauling and packing in crate container, including delivery to railroad, per cubic foot, 19c.

Hauling and packing in crate container, including delivery to railroad, per hundredweight, \$3.00.

These figures comprise our charges for this service, not our costs. Most of our containers are built to hold not more than 400 cubic feet, although if an occasion arose where we had 500 cubic feet to ship, we should build one 500-cu. ft. container rather than two 250s. But crate containers of more than 400 cubic feet capacity are inclined to be a little flimsy in construction for the amount of weight carried. In addition to this, solid containers should not be built to carry more than 400 cubic feet, as most of the ocean steamship companies charge an excess tariff if the container weighs more than 4000 pounds, and figuring a maximum of ten pounds per cubic foot, a 400-foot container would weigh 4000 pounds or less.

In constructing a crate container we use 4x4's for skids, with 2x2's for sills running across the skids. The reason for the 2x2 sills is that when raising one end of the container to insert rollers for loading or unloading, it is necessary to have something stiffer than the floor to put the toe of the jack under. Sides

and tops may be made of either 4-inch crating lumber, spaced 4 inches apart, or 6-inch crating lumber, spaced 6 inches apart. We use two 2x2 plates, running lengthwise on the top of the container. For lining, we use a waterproof paper, constructed of two thicknesses of Kraft paper with tar between them. We consider this a little safer than the regular tar paper, as in excessively hot weather the tar is apt to run. This lining is fastened inside the container by means of a small magazine stapling hammer. These hammers are very inexpensive, and hold a supply of staples in the head, that come out automatically each time a blow is struck.

The furniture is then wrapped, and padded, and packed as tightly as possible, with occasional braces to hold an excessively heavy piece of furniture. We pack pianos inside a container with the other furniture. It has been our experience that an 800 cubic foot vanload of household goods will, when properly wrapped and packed, take up considerably less space in a container, as paper and pads do not bulk up as much as van quilts.

Containers should be constructed of a size that may be handled by those warehouses which do not have open equipment. In addition to this, while double-door freight cars are always available at New Haven, there are some points where an extra charge may be assessed for a double-door car. I suggest the following dimensions to meet either of the foregoing conditions: 11 feet long, 6 feet 6 inches high, and 5 feet 6 inches wide. These dimensions give a container of about 390 cubic feet capacity.

I have found container service much easier to sell than ordinary crating. I always point out to the customer the parallel between shipping by van and shipping in a container. I carry with me photographs of our containers, both packed and unpacked, and I have never yet come in contact with a customer who did not react favorably to this type of service.

If all of the members of the N. F. W. A. would go into this matter seriously I am sure that they could increase their crating business, besides establishing a great deal of good will, and increasing the prestige of the association, because this is a service that it would be quite difficult for the "fly-by-night" truckmen to render, as it has been developed through the efforts of members of the N. F. W. A. and without question will be improved from time to time through the study and efforts of the packing committee.

Chattanooga Blaze

Fire wrecked the interior of the three-story building occupied by the Johnson Transfer & Storage Co. at 23 to 31 West Main Street, Chattanooga, early on June 4. Damage to the warehouse was estimated at \$50,000. No estimate was hazarded as to the value of destroyed goods.

Commission Ruling on Import Rail Tariffs

DISTRIBUTION AND WAREHOUSING'S Washington Bureau,
1163 National Press Building.

A PROPOSAL supported by the Southern Freight Association providing that the applicable import rail rates on import traffic stored for a limited period at South Atlantic and Gulf Ports will be the rates in effect on dates of shipment from ports of entry has been found justified by the Interstate Commerce Commission.

The tariff rule which the proposal amends provides that the applicable rates on import freight, stored at ports of entry for a period not exceeding twelve months and shipped by rail to interior points, will be the import rates in effect on the date the inbound vessel was entered at the Custom House. Domestic rates apply to shipments of import freight which have been stored in the ports for more than twelve months and no change in this provision is made.

The Houston Chamber of Commerce opposed the amended rule because, they contended, it would operate to the advantage of importers who stored imported traffic at interior points. They held that under transit rules then in effect at such points as Atchison, Kan., Kansas City, Mo., and cities in Texas, various commodities had in the past and "will in the future be imported through Gulf ports and after storage or transit at these interior cities the commodities reshipped were in the past and will in the future be handled on import rates in effect on the dates the imported commodities were forwarded from the ports." They argued also that if the rule were permitted to become effective without the establishment of a similar rule at transit points in the interior, the importers at Houston would be subjected to an undue and unreasonable prejudice and disadvantage and that the interior importers would be accorded an undue and unreasonable advantage.

The Commission in arriving at its decision held that the storage of inbound shipments at Gulf Ports which took place prior to rail transportation was not storage-in-transit under rail rates and not comparable with such storage at inland points. The commission held this to be true even if the carrier owned the storage warehouse.

—Robert C. McClellan

Fayetteville Blaze

Fire at midnight on May 21 swept a building occupied in part by the Washington Transfer & Storage Co. on Mountain Street in Fayetteville, Ark. The building and stored paper and household goods were damaged.

Reynolds Honored

J. J. Reynolds, assistant manager in San Diego for the Lyon Van & Storage Co., Inc., has been elected president of the San Diego Transportation Club.

A. V. Mason Organizes a Contact Corporation for Refrigeration Servicing

ANNOUNCEMENT is made by A. V. Mason, until recently for three years vice-president and general manager of the Terminal Warehouse Co., Milwaukee, that he has formed and incorporated a new organization, the Mason Warehouse and Refrigeration Servicing Corporation, in association with Dr. M. E. Pennington of New York, Thomas L. Rose of Milwaukee, Victor D. Werner of Milwaukee, and Walter E. Bernd of Washington, D. C. Headquarters will be in Cleveland, where Mr. Mason is now a resident, and branches will be maintained in New York and Milwaukee.

"The organization will render service to warehouse clients in all matters of operation, management, refrigeration, air conditioning, temperatures, humidities, business development, and in designing, planning, testing or operation, inspection and supervision of construction of warehouses of all kinds," according to Mr. Mason.

"Its purpose also is to plan, design,



A. V. Mason, former storage executive who has organized the Mason Warehouse and Refrigeration Servicing Corp.

test and otherwise deal with refrigerated and refrigerating and air conditioning equipment of all kinds, and to disseminate information to its clients concerning same. It proposes also to serve shippers, receivers and manufacturers of perishable and other food products in the inspection and supervision of warehouse handling and storage conditions of their merchandise, and will serve bankers and financial interests in matters relating to warehouse investment and earning surveys and in all operating and loan problems in which such interests may desire service."

Of the organizers, perhaps Dr. Pennington and Mr. Mason are the best known to the public warehouse industry, as both have been active in it, either

directly or indirectly, for many years.

Dr. Pennington's interest in food research, the handling, transportation and storage of perishables, dates back to 1907 when she was chief of the food research laboratory of the Bureau of Chemistry of the United States Department of Agriculture. That office she resigned in 1919 and has since been active as an independent consultant in the supervision, designing and construction of cold storage warehouses, pre-coolers, commercial and household refrigerators. She is in charge of developing, testing and grading of household refrigerators for the National Association of Ice Industries and has for some time been conducting important research work on the handling of certain perishables for some of the largest food manufacturers. Her interest in the Mason organization will supplement her present work and in no way substitute it. Dr. Pennington has on many occasions been on the convention programs of the Association of Refrigerated Warehouses, a division of the American Warehousemen's Association.

Mr. Mason entered the industry in the service of the Pittsburgh Terminal Warehouse & Transfer Co., Pittsburgh, in 1906, and retained that interest until the spring of 1929, when he resigned as secretary and general superintendent to become vice-president and general manager of the Terminal Warehouse Co., Milwaukee—a position he resigned on April 30. Thus he has had broad and extended experience in both the cold and general merchandise storage fields, as well as in warehouse leasing and plant operation, as the Pittsburgh company was among the pioneers in commercial warehouse space-leasing on a large scale to manufacturing, wholesale, chain store and jobbing interests. For many years he has been actively identified with the American Warehousemen's Association, serving as an executive committee member of the cold storage division from 1919 to 1924, and as the division's chairman (office now known as president) from December, 1922, to March, 1924, when in his second term he resigned because of illness. As division chairman he was a member of the A.W.A. general board. He was a member of the American's original Central Bureau committee, which in 1921 published "Standardization of Basis for Rates." He served also for some time as chairman of the cold storage division's laws committee.

Mr. Rose, a resident of Milwaukee and formerly of Chicago, is senior member of Kirchhoff & Rose, Milwaukee architects, and is prominent in his profession in the Central West.

Mr. Werner is a junior member of the Milwaukee law firm of Quarles, Spence & Quarles. The son of Judge Edgar V. Werner of the Wisconsin State Court, he is a member of the Milwaukee, Wisconsin and American Bar Associations.

Mr. Bernd began his career with the Frick Ice Machine Co. in 1905, resigning eight years later, as refrigeration engineer in charge of construction, to do design, construction and appraisal work with a New York firm then known as Ophuls & Hill.

Walker Resigns from "DSInc."; Temple Now Operating Executive

AT a recent meeting of officers and directors of Distribution Service, Inc., held in Chicago, it was decided that reorganization was essential in view of the present business conditions and that there should be a curtailment of the working staff.

In order to facilitate this development, A. J. Walker, Chicago, vice-president and secretary, offered his resignation, which was accepted. During his connection of nearly six years with "DSInc." he has been without a vacation. He will take one through the summer months and announce his business plans in the fall.

Paul W. O'Dea, associated with Mr. Walker at the Chicago office, succeeds him as the organization's secretary.

The headquarters office of "DSInc." has been transferred to New York, at 100 Broad Street, and Joseph G. Temple, vice-president, is now the organization's operating executive at that address.

Reach Employees Form New Pad-Making Firm

THE Everlast Textile Manufacturing Co. has been organized to manufacture for the warehouse industry a complete line of pads, tie ropes and supplies. The offices are at 19 East 21st Street, New York City.

The new organization is made up of former employees of the A. L. Reach Company which started in 1918 and built a name for itself in workmanship and service up to the time of Mr. Reach's death last year. The company which bore his name no longer exists.

S. Dubin, who was shop foreman for the Reach organization, is general manager of the Everlast company. Sol Zaum, a former operator, is now shop foreman, and Seaman Harris is in charge of cutting. They plan to maintain the standards set by the Reach organization.

Mansfield Blaze

Fire believed to have been started by the explosion of a gasoline tank destroyed properties of the Mansfield Transfer & Storage Co., the Fraser Young Trucking Co. and the Ward Transportation Co. in Mansfield, Ohio, on May 29. The loss was estimated at about \$50,000. It was reported that a truck driver accidentally set a lantern in a puddle of gasoline which had leaked from a tank in a truck. The warehouse company occupied the second floor of the building, which was a freight depot.

Fain Becomes Owner

W. E. Fain, president of the Texas Warehouse Co., Houston, has purchased the interests of his partner and is now sole owner of the business. He has completed a new building adjoining the present location at Baker and Cedar Streets.

**I.C.C. Examiner Recommends
Rail Carriers Cease Giving
Shippers Free Crane Service**

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

A RECOMMENDATION that the Interstate Commerce Commission order the railroads to discontinue furnishing, without cost to shippers and consignees, cranes of various types to load and unload heavy or bulky freight which cannot be handled by ordinary means, has been made by Examiner O. L. Mohundro in a proposed report in Docket 25,000, covering loading and unloading freight by means of hand cranes, electric cranes, electric gantry cranes, locomotive cranes, derricks, and by other means.

The report revealed that in many instances furnishing of free crane service by the railroads without tariff authority violated the interstate commerce Act and the Elkins Act forbidding rebates.

"The extent to which line-haul revenue is depleted by such practices shows that the practices have been permitted to transcend the realm of efficient and economical management," Mr. Mohundro said.

Evidence presented at the hearing showed that in some cases the cost of crane service to the railroads was as high as 46 per cent of the gross revenue received by them from the line-haul. In one case where the Pennsylvania Railroad furnished free crane service for unloading stone at Washington for use in construction of Federal buildings, the cost was \$2,500 and the gross revenues received for hauling the stone amounted to \$7,315.

To correct this situation, Mr. Mohundro recommended that the Commission require the railroads to "cease and desist from the continuation of these wasteful practices" and to file tariffs carrying a uniform charge of 50 cents per ton, with a minimum of \$5 per shipment, for the services. In addition, he said, the charge should include the services of the man or men necessary to operate the crane or other equipment, but the railroad employee should not be permitted to attach the tackle to or detach the tackle from the freight.

The only shippers who presented testimony were the Lehigh Portland Cement Co. and the Hercules Cement Corporation. They interposed no objection to the charge recommended by Mr. Mohundro, which was proposed by the carriers at the hearing. These shippers directed their testimony principally to the practices of the New York Central and West Shore in connection with container car service, but Mr. Mohundro said that the evidence was insufficient to warrant a conclusion with respect to the particular practices complained of.

Investigation by the Commission's bureau of inquiry into the practice of furnishing free crane service showed the custom had grown by degree from the days of the crowbar, which was furnished by the carriers. As equipment

was perfected and competition became keener, railroads added cranes and derricks and continued the loading and unloading service, though classification rules provide for loading and unloading by shippers and consignees of carload freight and L. C. L. freight which the carriers are unable to handle by ordinary means.

—Stephens Rippey.

Loading End Gates

A new loading end gate in two types, heavy duty and medium duty, adaptable to trucks used in merchandise distribution is announced by the Isaacson Iron Works, 2917 East Marginal Way, Seattle. Hydraulically-powered and automatically controlled, it is designed to assure increased economy in truck loading and unloading.

The Taylor-Edwards Warehouse & Transfer Co., Seattle, has been using this end gate "under every conceivable loading and unloading condition," according to O. C. Taylor, president, and has cut down on labor and on hauling costs.

Position Wanted

BY young man, intelligent, honest and alert, with eight years' experience. Capable of assuming full charge of modern fireproof storage and moving company.

Age 31. Married. Will consider any connection with future.

Address Box A-607, care of Distribution and Warehousing, 249 West 39th Street, New York City.

Chadwell on Reciprocity

"Reciprocity in Truck Licenses" is the title of an article by Ernest T. Chadwell, vice-president of the Bond, Chadwell Co., Nashville, and president of the Tennessee Motor Truck Association, in the June issue of *Tennessee Industry*.

Mr. Chadwell pleads for "the establishment of reciprocal relations in motor vehicle adjustments between Tennessee and her sister States."

Microphones Installed

A microphone system has been installed throughout the warehouse of Smith's Transfer & Storage Co., Inc., Washington, D. C. It connects traffic department, packing room, garage and office and much time is being saved and lost motion eliminated. "We have saved many minutes a day of valuable time and it is convenient, too, according to Arthur C. Smith, vice-president. Employees in all parts of the plant can be "plugged in," whereas formerly they had to run back and forth.

**Mrs. P. L. Gerhardt Is
Awarded \$5,000 Damages
for Injury by Umbrella**

A SUPREME COURT jury in New York recently awarded \$5,000 damages to Mrs. Lauretta I. Gerhardt, wife of Col. Philip L. Gerhardt, formerly vice-president of the Bush Terminal Co., New York, and now with the Port of New York Authority. Colonel Gerhardt is nationally known in the storage business, having served as president of the merchandise division of the American Warehousemen's Association.

Mrs. Gerhardt's suit was against the Manhattan Beach Park and the Manhattan Beach Bathing Co. and was for injuries sustained on July 13, 1926, when, in company with her daughter and a maid, she was in her bathing suit and reading a book on the beach. A heavy beach umbrella, blown by the wind, struck her on the head and rendered her unconscious. She was removed in an ambulance to the Coney Island Hospital and later to her home.

The injury to her head almost completely ruined her health, Mrs. Gerhardt told the jury, and she was obliged to abandon all social engagements and had suffered headaches almost continuously since the accident. Colonel Gerhardt had to take his wife abroad to specialists and for rest treatments, the jury was further informed.

The defendants denied responsibility for the accident.

Mrs. Gerhardt's suit was for \$20,000, and Colonel Gerhardt asked for \$5,000 reimbursement.

Following the jury's verdict the defendants announced they would appeal to a higher Court, and Colonel Gerhardt said he would enter a cross-appeal for a sum exceeding that awarded by the jury.

It was because of the injury to Mrs. Gerhardt that her husband withdrew from his activities in the affairs of the American Warehousemen's Association, in which he had served on numerous committees before becoming the merchandise division's president. Later he left the Bush Terminal Co. to go with the Port of New York Authority.

New Lift Truck

The Lewis-Shepard Co., Watertown, Boston, has announced a new single motion lift truck, which it calls the "Gold Flash." Widths are 17½ or 24 inches, lifts are 1½ or 2½ inches, and capacities range up to 5000 pounds. All heights and lengths start at price of \$88. A new rubber tire, at extra cost, can be furnished. A newly-designed high-capacity release check is used to govern the load in lowering.

T. M. Smith Manager

T. M. Smith, who was assistant manager of the Houston Terminal Warehouse & Cold Storage Co., Houston, has been appointed manager, succeeding H. E. Plummer, who resigned recently to return to California.

Sted Becomes Manager of Ohio Terminal Co., Which Takes Over the Merchants

THE OHIO TERMINAL COMPANY, founded in Cleveland in 1927, took over as of June 1 the space formerly occupied by the Merchants Terminal Company at 2470 Croton Avenue.

The plant will be operated under the name of the Ohio Terminal Company under the management of S. A. Sted, formerly general manager of the old Coe Terminal Warehouse, Inc., Detroit.

The building, the only general storage warehouse located on the New York Central lines in East Cleveland, is ideally situated as a distribution center for general package goods, sugar, etc.

Of reinforced concrete construction throughout, the warehouse is serviced by high-speed elevators, a springer system and five unloading platforms for incoming freight and a loading platform capable of accommodating five large trucks for outgoing delivery.

The president of the Ohio Terminal Company is S. A. Hazelwood and the treasurer is Paul Lamb, both residents of Cleveland.

Wilkinson Takes Over Competitor's Storage

Announcement is made by John L. Wilkinson, president of the Carolina Transfer & Storage Co., Charlotte, N. C., that the company has purchased all the furniture storage and moving business of the Frederickson Motor Express Corp., Charlotte.

Furniture stored in the Frederickson plant has been removed to that of the Carolina firm, and a contract has been signed whereby the Frederickson organization "will not do any of this kind of work within a period of five years," according to Mr. Wilkinson.

Columbus Firm to Build

The Cleveland, Canton & Columbus Haulage Co. has announced plans for an additional warehouse at its Columbus terminal, at Naughton and Sixth Streets. The firm has purchased a lot adjoining its present warehouse and will cover it with a storage structure, four stories high and fireproof.

New 'Frisco Firm

Since adding storage facilities, the Admiral Line Express & Transfer Co., 393 Leavenworth Street, San Francisco, has changed its name, as of June 1, to the Admiral Express, Transfer & Storage Co.

Union Plans a Terminal

The Union Ice & Cold Storage Co., operating cold storage warehouses in San Francisco, Stockton and other cities, has applied to the California State Railroad Commission for authority to build a shipside refrigeration terminal on the

Stockton waterfront in anticipation of completion of the Federal Government's channel-deepening project.

New K. C. Terminal

The Superior Motor Freight Terminal has built and is operating at Ninth and Liberty Streets, Kansas City, Mo., a terminal for freight-carrying trucks. William Levy, formerly vice-president of the Missouri Van & Storage Co., is president. The terminal is 145 feet long and 30 feet wide.

Government Warehouse Soon to Be Occupied

DISTRIBUTION AND WAREHOUSING'S Washington Bureau,
1163 National Press Building.

THE Federal Government's new \$1,015,000 warehouse, occupying a whole city block between Eighth and Ninth, C and D Streets Southwest, is nearing completion.

Lieut. Col. U. S. Grant, 3d, director of public buildings and public parks, who is supervising the construction of the seven-story building, expects the Government to occupy the structure in September.

Many labor saving devices have been incorporated into the building, which is situated on a railroad siding. The offices, which will be on the seventh floor, will be air-conditioned.

The Federal Government as well as the District of Columbia government will occupy the building, and it is the present plan to tear down the temporary wartime structures in the Mall now housing the General Supply Committee and use the new building when it is ready for occupancy.

—Robert C. McClellan.

Position Open

WANTED—a man to run a local and long distance moving business all over the United States.

He must understand how to plan and estimate all work, including storage. Business situated in New York City.

Address Box C-809, care of Distribution and Warehousing, 249 West 39th Street, New York City.

Santa Rosa Blaze

The plant of the Grace Brothers' Ice & Cold Storage Co., Santa Rosa, Cal., was destroyed by fire on May 21 with a loss estimated at \$500,000. The manager was reported as saying he saw a flash, apparently from the main switchboard, followed by a series of ammonia explosions as tanks and pipes gave way. Losses included 30,000 cases of eggs valued at \$175,000 and machinery worth approximately \$100,000.

Foster Again President of Illinois FWA

THE Illinois Furniture Warehousemen's Association held its annual meeting on June 20 in Chicago and re-elected officers as follows:

President, Lee N. Foster, president Garfield Park Storage Co., Chicago.

Vice-president, Walter P. Thiebault, vice-president Hebard Storage Warehouses, Chicago.

Secretary, Joseph A. Hollander, secretary Hollander Storage & Moving Co., Chicago.

Treasurer, Joseph L. Corcoran, vice-president Evanston Fireproof Warehouse, Evanston.

—Carilyn Stevens.

New Detroit Firms

George F. Provic has entered the Detroit storage and moving field under the name of the Diamond Moving & Storage Co. Offices are at 6208 Van Dyke Avenue.

The Premier Moving & Storage Co. has been organized with offices at 9101 Sorrent Avenue, in the northwest part of the city, but the warehouse is in East Detroit, a suburb. The owners of the business are Frank E. Brown and William Rawling.

A Pasadena Warehouseman Has His Own Museum



Here stands W. Parker Lyon, founder of the Lyon Van & Storage Co., Pasadena, Cal., in his Pony Express Museum in Pasadena. It contains many relics of frontier days. At left, in front of the pre-prohibition bar, is a notice of a public hanging.

New Incorporations as Announced Within the Storage Industry

California

LOS ANGELES—Oka Transfer Co., (organized), 748 East 16th Street. George T. Mikawa heads the interests.

Los Angeles—Zerolator Cold Storage Corporation. Cold storage warehouse. Capital, 1,000 shares of no par value stock. Incorporators, Ralph L. Hinckley, Barton A. Hinckley and Orlando G. Brice.

Florida

Jacksonville—Allied Motor Freight Terminals, Inc. Warehousing. Capital, 250 shares of no par value stock. Directors, P. A. Ayrick, M. F. Bragimier and L. E. Braddock.

Lake City—Columbia Ice Co. Cold storage warehouse and ice plant. Capital not stated. Incorporators, S. S. Simmons and G. S. Hickson.

Illinois

Chicago—United Motor Terminals, Inc., 728 South Clinton Street. Capital, 100 shares of no par value stock. Incorporators, Volney Lay, B. F. Deyman and Elvin Watson.

Indiana

Bloomington—Bloomington Merchants Trucking Co. Warehousing and trucking. Directors, Dennis Deem, 505 West Fourth Street, and Q. Austin East and Claude H. Burch.

Elwood—Frazier Trucking & Warehouse Co., Inc. Warehouse, trucking and express. Capital, 1000 shares of no par value stock. Incorporators, F. V. Frazier, John S. Frazier and John E. Short.

Huntington—Monon Motor Freight, Inc. Capital, \$5,000. Incorporators, L. M. Shepherd, Raymond Liggett and Harry M. Shepherd.

Indianapolis—Consolidated Truck Terminal, Inc. Warehouse and transfer service. Capital, 1000 shares of no par value stock. Incorporators, R. E. Walker and L. C. Berry, Odd Fellows Building.

Terre Haute—National Motor Transit, Inc. Capital, 1000 shares of no par value stock. Incorporators, Matt Rodeghero and N. F. Marketta.

Kentucky

Murray—City Ice Co. Cold storage warehouse and ice plant. Capital, \$40,000. Incorporators, C. I. Brown and L. A. Langston.

Raceland—Tri-City Ice Co. Cold storage warehouse and ice plant. Capital, \$15,000. Incorporators, W. H. Williams and Donald Race. Company will take over and operate the Raceland Ice Co.

Louisiana

New Orleans—Bulger Transfer Co., 737 Bienville Street. To operate freight and transfer warehouses. Capital stock, 50 shares of \$100 par value each; commencing business with \$10,000. William Bulger, 320 South Genois Street, is pres-

ident, and Amos Thaggard, 436 Wiedman Street, is treasurer.

New Orleans—Hamann Transfer Co., 419 Bienville Street. Capital stock, \$5,000. H. J. G. Hamann is president and Edna M. Hamann is secretary and treasurer.

Massachusetts

Boston—B. & S. Storehouse (organized), 542 Dorchester Avenue, South Boston. Warehousing. John J. Scully heads the interests.

Michigan

Detroit—Baier Transfer & Storage Co., 143 Griswold Street. Warehousing and cartage. Capital, \$1,000 and 9000 shares of no par value stock. Incorporators, M. F. Baier and R. S. Mielert.

Detroit—General Cold Storage Co., 1599 East Warren Street. Cold storage warehousing. Capital, 5000 shares of no par value stock. Incorporators, Peter J. LeCody of Detroit and Karl P. Shubel and I. S. Faurote of Highland Park.

Dowagiac—Union Ice Co. Cold storage warehouse and ice plant. Capital, 200 shares of no par value stock. Principal incorporator, W. J. Harvey.

Grand Rapids—Interstate Motor Freight System. Capital, 10,000 shares of no par value stock. Principal incorporator, Conrad E. Thornquist, 303 Michigan Trust Building.

Lansing—Douglas-Guardian Warehouse Corporation, Louisiana, has filed notice of company organization to operate in Michigan with a capital of \$137,900. Byron L. Ballard is Michigan representative.

New Jersey

Atlantic City—Mathews Furniture & Storage Warehouse Co. Warehouse and van service. Capital, \$100,000. Incorporators, George J. Mathews and George F. Mathews.

Jersey City—Jersey City Cold Storage Co. Cold storage warehousing. Organized under Delaware laws, with capital of \$500,000, to take over and expand company of same name at 147 16th Street.

Newark—Consolidated Freight Terminal, Inc. Warehouse and freight transfer. Capital, \$100,000. Incorporators, F. Edward Mooney and Phillip Sabel.

Newark—Eagle Storage & Warehouse Co. Warehouse and moving. Capital, 100 shares of no par value stock. Incorporators, Walter C. Walsh and Frank J. Walsh, 629 Parker Street.

Trenton—Waverly Storage & Warehouse Co. (organized). General public storage business. Incorporators, Samuel C. Wood, David H. Jackson and Thomas A. Hays.

New York

Brooklyn—Wythe Warehouse, Inc. Capital, 200 shares of no par value stock. Incorporators, Aaron Schwartz and Max M. Schwartz, 26 Court Street.

New York City—All States Moving Bureau, Inc. Van and transfer service. Capital, 100 shares of no par value stock.
(Concluded on page 50)

Construction Developments Purchases, Etc.

California

Los Angeles—Union Ice Co. has approved plans for construction of a group of twelve 1-story storage and distributing buildings in Los Angeles and vicinity.

Santa Rosa—Grace Brothers plan to rebuild, at a cost of \$150,000, that part of their cold storage warehouse and ice plant recently wrecked by fire.

Connecticut

Bridgeport—Park City Ice Co. has filed plans for a \$30,000 2-story addition to its cold storage warehouse and ice plant.

District of Columbia

Washington—Calvert & Rogers, Inc., 1358 Florida Avenue, N. E., have opened a fireproof warehouse, for merchandise storage, at 2145 Queen Chapel Road, N. E.

Georgia

Atlanta—Knight Ice Co. has approved plans for a \$30,000 1-story and basement cold storage warehouse and ice plant, 65 by 83 feet, on McDaniel Street.

Illinois

Chicago—Herrman Warehouse Co., 900 Bliss Street, plans to rebuild that part of its Cherry Street plant recently wrecked by fire.

Decatur—Decatur Warehouse Co. has filed notice of change in capital to \$5,000 from \$30,000.

Indiana

Evansville—Terminal Trucking Corporation, operating through the Mead Johnson Terminal Corporation, has been granted a Public Service Commission franchise to operate a freight trucking business between Evansville and Tell City, Carmelton, Troy, Chrisney, Maxwell and Newtonville.

Maryland

Baltimore—Community Ice Co., 6100 Belair Road, is planning a cold storage warehouse and ice plant, one story high and 30 by 35 feet.

Michigan

Detroit—Turner Cartage & Storage Co., 1675 Howard Street, has arranged for an increase in capital to \$100,000.

Missouri

Kansas City—O. J. Watson Distributing & Storage Co. has leased the ground floor and basement at 1729 McGee Street.

New Jersey

Jersey City—Pennsylvania Railroad Co. is spending \$45,000 improving its cold storage warehouse and ice plant at Harsimus Cove Yard. The structure will be occupied under lease by the Fruit Growers' Express Co., Washington, D. C.

Union City—Union Warehouse Corporation, 511 23rd Street, recently or-

(Concluded on page 50)

Camden Company Is Allowed a Tax Cut

Capital invested in refrigeration by a cold storage company is not devoted to manufacturing within the meaning of the New Jersey law granting exemptions from franchise taxes, the New Jersey State Board of Tax Appeals held in a decision May 25, upholding an assessment for 1930 and 1931 against \$420,000 of the capital stock of the Camden Rail & Harbor Terminal Corporation.

It was agreed, however, as stipulated by counsel, that the corporation was entitled to a deduction of \$130,000, representing the amount of capital invested in the manufacture of ice.

"Appellant's business, so far as refrigeration is concerned, consists of the storage and preservation of perishable foodstuffs for those who handle such commodities," said the opinion. "These articles enter the warehouse as foodstuffs and emerge as foodstuffs; they acquire no new form and no new qualities. This business is not manufacturing, but cold storage, the preservation of the article stored until it is required for market."

To Loan on Foods

The Merchants Ice Acceptance Corporation has been organized by the Merchants Ice & Cold Storage Co., San Francisco, for the purpose of making advances and loans on foods held in cold storage, according to announcement by William A. Sherman, vice-president and general manager of the warehouse firm.

The corporate structure of the new corporation consists of 50,000 shares of \$50 7 per cent convertible preferred stock and 150,000 shares of \$10 common stock.

OBITUARY

W. J. Thompson

William J. Thompson, secretary and general manager of the General Fire-proof Warehouse Co., Toledo, Ohio, was stricken with a heart attack just after he had left his office at 655 State Street on the afternoon of June 17 and died in a police ambulance while being removed to a hospital. He was 57 years old.

For seventeen years with the General organization, Mr. Thompson was a member of the National Furniture Warehousemen's Association and the Ohio Warehousemen's Association, and was president of the former Toledo Warehouse & Transfermen's Association. He is survived by two daughters, three sisters and a brother.

Frank Gallagher

Death on June 10 removed Frank Gallagher at one time a vice-president of the Bush Terminal Co., New York.

NEWS

He died in a hospital after a heart attack following an abdominal operation. Former newspaper man, lawyer and once a State senator from Brooklyn, he was born 62 years ago in Brooklyn. His home at the time of his death was in Metuchen, N. J.

W. N. Hinshaw

William Newton Hinshaw, president of the Kansas City (Mo.) Transfer & Storage Co., and a vice-president of two local banks, died of a heart attack on May 29 at his home at 3825 Campbell Street. He was 60 years old.

Born near Strasburg, Mo., Mr. Hinshaw removed to Kansas City at the age of 20 and entered the transfer business shortly thereafter. He had been connected with five different firms. He was a 32nd degree Mason and a Shriner.

T. R. O'Donnell

Thomas Raymond O'Donnell, who operated the former O'Donnell Transfer Co., Indianapolis, died on May 30 in Effingham, Ill., at the age of 37.

Mrs. S. F. Ford

Mrs. Sophronia Frances Ford, mother of William I. Ford, president of the Interstate Fireproof Storage & Transfer Co., Dallas, died recently at the home of her daughter, Mrs. R. P. Brent, Dallas. Mrs. Ford was 80 years old.

W. A. Jennings

William Albert Jennings, owner of the City Transfer Co., Abilene, Tex., died on May 30 after a month's illness of heart trouble. He was 58 years old.

Stelzer Incorporates

The D. Stelzer & Son Truck & Storage Co., operating a combination household goods and merchandise storage business in Lima, Ohio, for the past quarter of a century, incorporated early in June as the Stelzer Truck & Storage Company, with capitalization of 250 shares of no par value stock. The incorporators were Deter Stelzer, Ada Stelzer, Lucile A. Courtad and S. R. Courtad.

Overcome by Gas

Ben Kalner, foreman for the General Warehousing Co., St. Louis, was overcome by fumigating gas while cleaning furniture at the firm's storage plant on June 18. He staggered into the company's office and was taken into the open air and revived with an inhalator. He is recovering.

New Indiana Firm

Chapin & Co., Hammond, Ind., has been incorporated, with a capital stock of 1,500 shares at \$100 each, to operate a public warehouse business. The incorporators are George M. Chapin, Rae M. Royce and Robert W. Chapin.

New York Barge Canal Offers Free Storage

In retaliation for the temporary reduction of railroad rates on certain commodities, the New York State Barge Canal has made a new ruling offering shippers free storage in the canal terminal warehouses from Feb. 1 until the opening of navigation on the Erie Canal. At other periods of the year the free storage is limited to thirty days.

A statement issued recently by Col. Frederick Stuart Greene, State superintendent of public works, says:

"In view of what we consider to be unfair competition caused by the temporary reduction of railroad rates on certain commodities during the season of navigation only, paragraph headed 'Free Time' in the regulation headed 'Storage Space in the Canal Terminal Warehouses in the Metropolitan Area,' dated at Albany, Jan. 26, 1932, is hereby modified to read as follows:

"'Free Time: Commodities to be shipped by Barge Canal may be stored free of charge from Feb. 1 until the opening of navigation on the Erie Canal. Commodities stored at other times during the year will be allowed 30 days' free storage.'

Crone-O'Donohoe

Wilbert Henry Crone, manager of the Crone Storage Co., Inc., Seattle, and Elsie Theresa O'Donohoe were married in Vancouver, Canada, on June 16.

Mr. Crone is the son of Fred Crone, president of the Crone Storage Co., Ltd., Vancouver.

The bride is a cousin of Dr. and Mrs. C. Wesley Prowd.

Lattemann-Murray

Miss Helen Cowen Murray, a daughter of Andrew K. Murray, president of Distribution and Warehousing Publications, Inc., and John Justus Lattemann, a son of Justus J. Lattemann, were married on June 17 at the Murray home at 1710 Newkirk Avenue, Brooklyn. The groom is a grandson of Justus John Lattemann, of Brooklyn, founder of the Lattemann shoe-manufacturing organization, one of the oldest firms of its kind in the country.

Lehigh Valley Railroad Buys New York Terminal

A few days before the opening of the New York hearing by the Interstate Commerce Commission in the case of the Warehousemen's Protective Committee against the trunk line carriers because of the latters' warehousing practices, the Lehigh Valley Railroad, one of the carriers serving New York, announced that it had taken over the Starrett Investment Corporation's interest in the nineteen-story terminal structure erected last year at 26th and 27th Streets and Eleventh to Thirteenth Avenues, New York City.

**Construction
Developments
Purchases, Etc.**

(Concluded from page 48)

ganized with a capital of \$250,000, has purchased, and will improve as a warehouse, the 4-story and 5-story building, 200 by 341 feet, formerly occupied by the Schwarzenbach-Huber Co., silk manufacturers, at Bergeline Avenue West and 22nd and 23rd Streets.

New York

Brooklyn—New York Dock Co. has leased to L. Birner & Sons, malt products, the 1-story warehouse and garage building at the southwest corner of Warren and Columbia Streets.

New York City—Altman's Storage & Warehouse Co., Inc., recently organized with a capital of \$10,000, will take over and succeed to the Altman Storage & Warehouse Co., 103 West 52nd Street.

New York City—Eighth Avenue and 125th Street Corporation, 12 East 45th Street, is having plans drawn for a \$100,000 multi-story storage warehouse, 108 by 150 feet, at 2317 Eighth Avenue.

New York City—Ellinger Warehouse & Storage Co. has leased, and will improve as an addition to the 6-story and basement fireproof building, 40 by 100 feet, at 503-505 Hudson Street.

New York City—United States Trucking Corporation is spending \$20,000 altering and improving its 4-story warehouse at 123-127 Bank Street.

Ohio

Cincinnati—Cincinnati Union Terminal Co. will construct a \$275,000 yard service and warehouse building, 42 by 492 feet.

Middletown—Jackson & Sons Co. is planning construction of a \$25,000 2-story concrete warehouse, 168 by 95 feet, on Fleming Road.

Toledo—J. D. Roberts Moving Co. has taken over under lease, and will occupy as a warehouse, the 2-story building at 2941-2951 Monroe Street.

Oklahoma

Ada—J. A. McCurley, El Reno, Okla., heads a project to build and operate in Ada a \$35,000 1-story cold storage warehouse and ice plant, 45 by 60 feet.

Durant—Ice Service Co. has approved plans for a \$35,000 1-story cold storage warehouse and ice plant.

Oregon

Portland—Hunt Transfer Co., Inc., has purchased the Baggage Omnibus & Transfer Co.

Pennsylvania

Philadelphia—Armour Storage Co. has leased and will occupy as a warehouse the 4-story building, 40 by 88 feet, at 1012-1014 Cherry Street.

Philadelphia—New York & New Brunswick Auto Express Co., Inc., has leased the property at 150-152 Spring Garden Street and 149-151 Nectarine Street and has let a contract for con-

struction of a \$65,000 building to be occupied as a warehouse and freight station.

South Dakota

Madison—Cirton-Adams Ice Co., Sioux Falls, has approved plans for a warehouse in Madison.

Tennessee

Franklin—Watson Transfer Co. has been sold to Charles Andrews and is now known as the Franklin Transfer Co.

Texas

Dallas—Southwest Terminals, Inc., has begun construction of a \$150,000 warehouse and motor freight terminal, 72 by 550 feet.

San Antonio—Southern Transfer Co., South Medina Street, has filed notice of change in capital stock to \$40,000 from \$75,000.

Wisconsin

Ashland—Emil Bauch and Hugh Bauch have purchased the Swift plant near the Soo Line depot and have begun a cold storage warehouse business.

Kroger with Crooks

The Kroger Grocery & Baking Co. has leased the basement, first and second floors of the Crooks Terminal Warehouse, at Union Avenue and Santa Fe Street, Kansas City, Mo., to expand its warehousing facilities. This practically doubles Kroger's warehouse space in Kansas City. About \$40,000 will be spent by the Kroger company in installing especially constructed banana ripening rooms and refrigerated rooms. A refrigeration plant will be included.

Honolulu Firm to Build

The City Transfer Co., Ltd., Honolulu, will tear down its present structure on Young Street and build in its place a \$50,000 three-story warehouse of reinforced concrete, according to Harold J. Ancill, president.

The ground floor of the new plant will have storage space of approximately 15,000 square feet and each floor will have about 10,000.

Corporations

Wisconsin

Madison—Douglas-Guardian Warehouse Corp., Louisiana. To operate private and public warehouses, etc. Wisconsin agent, Vroman Mason, Madison.

Madison—National Field Warehouse Corporation. Public and private warehousing. Capital, \$75,000 authorized stock: 750 shares of \$100 par value each. Incorporators, P. M. Stoufer, F. H. Pulley and John Esch.

Milwaukee—National Warehouse Corp. To operate warehouses, factory buildings, etc. Capital, 4787 shares of no par value stock. Incorporators, H. B. Harris, C. A. Sargent and L. A. George.

**New Incorporations
as Announced Within
the Storage Industry**

(Concluded from page 48)

Incorporators, Murray L. Halpern, Alfred O. Englander and U. Lawrence Bergstein, 295 Madison Avenue.

New York City—Dietz Moving & Storage Warehouse, Inc. Warehouse and transfer. Capital, \$10,000. Incorporators, Max Sachs, 1408 York Avenue, and Anton Fehrer, 300 East 96th Street.

New York City—Insular Terminal Corporation. Warehouse and freight transfer. Capital, 200 shares of no par value stock. Incorporators, Frank J. Bruce and Robert Garlock.

New York City—Sadmer Storage & Warehouse Corp. Capital, 100 shares of common stock. Representative, L. L. Altman, 130 West 42nd Street.

New York City—330 Seventh Avenue Cold Storage Corporation. Cold storage warehouse. Capital, 100 shares of no par value stock. Incorporators, Benjamin D. Pollack, 53 West 43rd Street, and Arthur M. Schachner, 115 Broadway.

Schenectady—Polar Ice & Cold Storage, Inc. Cold storage warehouse and ice plant. Capital, \$10,000. Incorporators, James Hotaling, Princeton Road, Rotterdam, and William E. Hotaling, 1804 Albany Street, Schenectady.

Yonkers—Feuer Warehouse, Inc. Capital, \$20,000. Incorporators, Jordan Lipner, 257 Valentine Avenue, and Harold Feuer, 111 Franklin Street.

North Carolina

Greensboro—South Atlantic Warehouse Co. Capital not stated. Incorporators, F. L. Fry, E. C. Land and J. S. Schenck, Jr.

Pennsylvania

Philadelphia—Alco Storage & Furniture Co. (organized), 4104 Market Street. Warehouse and transfer. Eugene M. Sorey, 3268 Sansom Street, heads the interests.

Philadelphia—O. K. Storage Co. (organized), 2638 Ridge Avenue. Warehouse and moving service. Nathan Alperowitz heads the interests.

Texas

Brownwood—Johnson Storage & Distributing Co. Warehouse and transfer. Capital stock, \$5,000. Incorporators, W. A. Johnson and G. C. Porter.

Houston—Fannin Street Warehouse Co. Warehouse and trucking. Nominal capital, \$1,000. Incorporators, John Neethe, Emil Kellner and F. W. Catterail.

McKinney—Mockford Transfer Co. Capital not stated. Incorporators, B. H. Cope and M. C. Bozeman.

Tyler—Tarry Transfer Co. Nominal capital, \$3,000. Incorporators, J. F. Tarry and George D. Tarry.

Virginia

Richmond—Dunlop Storage, Inc. Warehouse and van service. Capital, \$15,000. Fielding L. Williams is president.

WHERE TO BUY

The purpose of this department each month is to keep you informed of all products, supplies, etc., that you normally use in your business plus new products that are from time to time placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the new, as well as the old firms whose aim it is to help

you save and earn more in the operation of your business.

Should you not find listed or advertised in this "Where-to-Buy" department the product you wish to purchase, please write us and we will be glad to send you the makers name and address.

Our desire is to serve you in every way we can.

Distribution and Warehousing
249 West 39th St., New York, N. Y.

ALARMS (Fire)

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.
Ludlow Automatic Fire Alarm Co.; 128 E. Sixth St., Cincinnati, Ohio.

BOXES (Moving)

Anderson Box & Basket Co., Drawer No. 10, Henderson, Ky.
Backus, Jr., & Son, A.: Dept. 5, Trumbull & Fort St., Detroit, Mich.
Byrnes, Inc., W. L.: 446-448 E. 134th St., New York, N. Y. (Piano)
Lewis Co., G. B.: Watertown, Wis.
Miami Mfg. Co.; Peru, Ind.

BODIES (Van)

American Car & Foundry Co.; 30 Church St., New York, N. Y.
Bender Body Co.; W. 62nd & Denison Ave., Cleveland, Ohio.
Burch Body Co.; Rockford, Mich.
Cook Wagon Works, Inc., A. E.; 77 E. North St., Buffalo, N. Y.
Donigan & Nielsen; 743-747 Third Ave., Brooklyn, N. Y.
Erby & Sons Co., Wm.; Ashland & Fullerton Aves., Chicago, Ill.
Fitzgibbon & Crisp, Inc.; Trenton, N. J.
Gerstenlager Co.; Wooster, Ohio.
Guedelhoefer Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.
Haskelite Mfg. Corp.; 120 S. LaSalle St., Chicago, Ill.
Kneuer & Sons, Inc., M. J.; 126 Van Buren St., Newark, N. J.
Maday, M.; 1756 Genesee St., Buffalo, N. Y.
Met-L-Wood Corp.; 6755 W. 65th St., Chicago, Ill.
Niagara Body Co.; 3070 Main St., Buffalo, N. Y.
Proctor-Keeffe Body Co.; 7741 Dix Ave., Detroit, Mich.
Schaefer Wagon Co., Gustav; 4168 Lorain Ave., Cleveland, Ohio.
Schukraft Truck Bodies; 1201 Washington Blvd., Chicago, Ill.
Teekens Bros.; 1015 Harrison St., Flint, Mich.
Whitfield & Sons; Penn Yan, N. Y.
Wiedman Body Co., Geo.; North Tonawanda, N. Y.

CARPET CLEANING EQUIPMENT

Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Beaters, stationary)
Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Shampooing equipment)
United Vacuum Appliance Corp.; Dept. IX, Twelfth St. & Columbia Ave., Connersville, Ind.

CASTERS (Truck)

Adams Co.; Dubuque, Iowa.
American Caster Co.; 330 Washington St., Hamilton, Ohio.
Bassick Co.; Bridgeport, Conn.
Bond Foundry & Mfg. Co.; Manheim, Lancaster County, Pa.
Buffalo Pulley & Caster Co., Inc.; 175 Breckinridge St., Buffalo, N. Y.
Clark Co., George P.; 4 Canal St., Windsor Locks, Conn.
Colson Co.; Box 550, Elyria, Ohio.
Divine Bros.; 101 Whitesboro St., Utica, N. Y.
(See advertisement elsewhere in this issue.)
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
(See advertisement elsewhere in this issue.)
Jarvis & Jarvis; 200 S. Main St., Palmer, Mass.
Koenig & Co.; Edward L.; 560 W. Lake St., Chicago, Ill.
Lansing Co.; 602 Cedar St., Lansing, Mich.
Lyon Iron Works, Inc.; Box A, Greene, N. Y.
Market Forge Co.; Garney St., Everett, Mass.
Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis.
New Britain Mfg. Co.; 140 Chestnut St., New Britain, Conn.
Nutting Truck Co.; 232 W. Kinzie St., Chicago, Ill.
Payson Mfg. Co.; 2920 Jackson Blvd., Chicago, Ill.
Phoenix Caster Co.; S. State St., Indianapolis, Ind.
Saginaw Stamping & Tool Co.; Saginaw, Mich.
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.
Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates St., Indianapolis, Ind.

CLOCKS (Time and Watchmen's)

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.
Detex Watchclock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill. (Watchmen's only)
Howard Clock Co., E.; 206 Eustis St., Boston, Mass.
International Time Recording Co.; 270 Broadway, New York, N. Y.
Silberberg Co., Mortimer J.; 116 S. Michigan Ave., Chicago, Ill.
Simplex Time Recorder Co.; Lincoln Blvd., Gardner, Mass.
Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill. (Time only)

CONTAINERS (Shipping)

Backus, Jr. & Sons, A.; Dept. 5, Trumbull & Fort Sts., Detroit, Mich.
Bird & Son, Inc.; Mill St., East Walpole, Mass.
Hummel & Downing; Milwaukee, Wis.
King Stge. Whse., Inc.; Erie Blvd. at S. West St., Syracuse, N. Y.
Koenig & Co., Edward L.; 560 W. Lake St., Chicago, Ill.
Lewis Co., G. L.; Watertown, Wis.
Truscon Steel Co.; Cleveland, Ohio.
Wisconsin Box Co.; P. O. Box 297, Wausau, Wis.

CONVEYORS

Alvey-Ferguson Co.; 75 Bisney Ave., Cincinnati, Ohio. (Gravity)
Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo. (Portable, power and gravity)
Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.
Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and gravity)
Brown Hoisting Mch. Co.; 4403 St. Clair St., N. E., Cleveland, Ohio.
Chain Belt Co.; 736 Park St., Milwaukee, Wis.
Clark Tractor Co.; Battle Creek, Mich.
Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.
Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.
Lamson Co.; Syracuse, N. Y. (Portable and gravity)
Link-Belt Co.; 300 W. Pershing Rd., Chicago, Ill. (Portable and gravity)
Logan Co.; 201 N. Buchanan St., Louisville, Ky. (Portable, power and gravity)

PLYMET

panels saved 1500 pounds in this 21 ft. body.



Write us for details on "lighter and stronger" bodies.

Haskelite Manufacturing Corporation
120 So. La Salle St. Chicago, Ill.

BOX STRAPPING (Machines and Supplies)

Acme Steel Goods Co.; 2836 Archer Ave., Chicago, Ill.
American Casting & Mfg. Corp.; 30 Main St., Brooklyn, N. Y.
American Steel & Wire Co.; Rockefeller Bldg., Cleveland, Ohio. (strapping only)
Cary Mfg. Co.; Manhattan Bridge Plaza, Brooklyn, N. Y.
Gerrard Co., Inc.; 1948 S. 52nd St., Chicago, Ill.
Harvey Spring & Forging Co.; Racine, Wis.
Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.
Stanley Works; Grove Hill & Lake St., New Britain, Conn.
Tennant Sons & Co., C.; 19 W. 4th St., New York, N. Y.
Wire & Steel Products Co.; Van Brunt & Seabring Sts., Brooklyn, N. Y.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

CONVEYORS, Continued

Louden Mch. Co.; 1116 Broadway, Fairfield, Iowa.
 Mathews Conveyor Co.; 120 Tenth St., Ellwood City, Pa. (Gravity)
 McKinley-Harrington Conveyor Co.; North Chicago, Ill. (Portable and stationary)
 Ogden Iron Works Co.; 2257 Lincoln Ave., Ogden, Utah.
 Otis Elevator Co.; 26th St. and 11th Ave., New York, N. Y. (Gravity)
 Portable Machinery Co.; 17 Lakeview Ave., Clifton, N. J. (Portable)
 Richards-Wilcox Mfg. Co.; 516 W. Third St., Aurora, Ill.
 Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, power and gravity)
 Stearns Conveyor Co.; E. 200th St. & St. Clair Ave., Cleveland, Ohio.
 Webster Mfg. Co.; 1856 N. Kostner Ave., Chicago, Ill. (Gravity and portable)

CORDAGE (Flat)

Pilcher-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.
 (See advertisement elsewhere in this issue)
 Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y.
 (See advertisement elsewhere in this issue)

COVERS (Paper Furniture)

Pilcher-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.
 (See advertisement elsewhere in this issue)

COVERS (Piano)

Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.
 (See advertisement elsewhere in this issue)
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.
Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y.
 (See advertisement elsewhere in this issue)
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
 (See advertisement elsewhere in this issue)
 Goff Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.
 Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.
 Hetrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
New Haven Quilt & Pad Co.; 80 Franklin St., New Haven, Conn.
 (See advertisement elsewhere in this issue)
Self Lifting Piano Truck Co.; Findlay, Ohio.
 (See advertisement elsewhere in this issue.)
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.
 Wilcox Co., M. I.; 210 Water St.; Toledo, Ohio.

COVERS (Truck) (Tarpaulins)

Baker-Lockwood Mfg. Co., Inc.; McGee Trafficway at 23rd St., Kansas City, Mo.
 Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.
 Boyle & Co., Inc.; John; 112-114 Duane St., New York, N. Y.
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
 Carnie-Goudie Mfg. Co.; 26th & Penn, Kansas City, Mo.
 Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.
 Channon Co., H.; 14 Waco, N. Market St., Chicago, Ill.
 Clifton Mfg. Co.; Waco, Texas.
 Des Moines Tent & Awning Co.; 913 Walnut St., Des Moines, Iowa.
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.
 Erick & Co., Fred; 36th St. at Third Ave., Brooklyn, N. Y.
Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y.
 (See advertisement elsewhere in this issue)
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
 (See advertisement elsewhere in this issue.)
 Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.
 Hetrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.
 Hooge Co., Inc., Wm. H.; 138 S. Main St., Los Angeles, Cal.
 Hooper & Sons Co., Wm. E.; 3502 Parkdale St., Baltimore, Md.
 Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.
 Jacksonville Ship Chandlery & Awning Co.; Dept. H, 231-9 E. Bay St., Jacksonville, Fla.
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
 Pittsburgh Waterproof Co.; 1318 Penn Ave., Pittsburgh, Pa.
 Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
 Smith Co., Arthur F.; 139 Spring St., New York, N. Y.
 U. S. Tent & Awning Co.; 707 N. Samanion St., Chicago, Ill.
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.

DOORS (Cold Storage, Elevator and Fire)

Borne Co., H. A.; 208 N. Wabash Ave., Chicago, Ill. (Cold stge.)
 California Fpf. Door Co.; 1919 E. 51st St., Los Angeles, Cal. (Fire)
 Cornell Iron Works; 77 Marion St., Long Island City, N. Y. (Elev. and fire)
 Gillen-Cole Co.; 15th & Overton Sts., Portland, Ore. (Cold stge.)
 Harris-Pleble Door Co.; 225 N. LaSalle St., Chicago, Ill. (Fire)
 Jamison Cold Stge. Door Co.; P. O. Box 226, Hagerstown, Md. (Cold stge.)
 Kinnear Mfg. Co.; 1270 Fields Ave., Columbus, Ohio. (Fire)
 Merchants & Evans Co.; 2035 Washington Ave., Philadelphia, Pa. (Fire)
 National Refrigerator Co.; 827 Koelin Ave., St. Louis, Mo. (Cold stge.)
 North American Iron Works; 116-136 57th St., Brooklyn, N. Y. (Fire)
 Peele Co., The; Harrison Pl. & Stewart Ave., Brooklyn, N. Y. (Elevator)
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill. (Fire)
 Richmond Fpf. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind. (Elev. and fire)
 Security Fire Door Co.; 3044 Lambdin Ave., St. Louis, Mo. (Elev. and fire)
 Smith Wire & Iron Works, F. P.; Fullerton, Clybourne & Ashland Aves., Chicago, Ill. (Fire)
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio. (Elev.)
 Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill. (Cold stge. and fire)
Vulcan Rail & Const. Co.; Grand St. & Garrison Ave., Maspeth, N. Y. (Fire)
 Ward Refrig. & Mfg. Co.; 6501 S. Alameda St., Los Angeles, Cal. (Cold stge.)
 Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Elev.)
 Wilson Corp., J. G.; Box 1194, Norfolk, Va. (Fire)

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

ELEVATORS

Alvey-Ferguson Co., Inc.; 75 Blassey Ave., Oakley, Cincinnati, Ohio.
 Montgomery Elev. Co.; 30 Twentieth St., Moline, Ill. (Passenger and freight)
 Otis Elevator Co.; Eleventh Ave. & 26th St., New York, N. Y.
 Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and freight)

ELEVATORS (Portable)

Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo.
 Barrett-Cravens Co.; 101 W. 57th St., Chicago, Ill.
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
 Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.
 Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill.
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
 Link-Belt Co.; 2045 Hunting Park Ave., Philadelphia, Pa.
 Revolator Co.; 336 Garfield Ave., Jersey City, N. J.

EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.
 American Excelsior Corp.; 1006-1020 N. Halsted St., Chicago, Ill.
 Boston Excelsior Co.; 25th St. & Eleventh Ave., New York, N. Y.
 Orange Mfg. Co.; Elfrand, N. C.
 Phillips Excelsior Co.; Chattanooga, Tenn.
 Sheboygan Pad Co.; 1801-5 Erie Ave., Sheboygan, Wis.

EXTERMINATORS (Rat or Mice)

Ratin Laboratory, Inc.; 116 Broad St., New York, N. Y.

Freedom from Rats and Mice RATIN



Says a Utah warehouseman (name furnished on request): "We have used RATIN with wonderful results. Not in 20 years of handling grain have I found its equal as a mouse exterminator."

Sold the world over. For free information and references address

The RATIN LABORATORY, Inc.

116 BROAD STREET, NEW YORK

EXTINGUISHERS (Fire)

American-La France and Foamite Corp.; 900 Erie St., Elmira, N. Y.
 Bridgeport Brass Co.; East Main St., Bridgeport, Conn.
 Du-Gas Fire Extinguisher Corp.; 11 West 42nd St., New York, N. Y.
 Elkhart Brass Mfg. Co.; 1300 W. Beardsey Ave., Elkhart, Ind.
 Oil Conservation Eng. Co.; 877 Addison Rd., Cleveland, Ohio.
 Pacific Fire Extinguisher Co.; 440 Howard St., San Francisco, Cal.
 Pyrene Mfg. Co.; 568 Belmont Ave., Newark, N. J.
 Safety Fire Extinguisher Co.; 298 Seventh Ave., New York, N. Y.
 Simmons Co., John; 110 Centre St., New York, N. Y.
 Solvay Sales Corp.; 61 Broadway, New York, N. Y.
 Vogel Co., H. G.; 15 W. 37th St., New York, N. Y.

FLOOR REPAIRING MATERIAL

Euclid Chemical Co., 7012 Euclid Ave., Cleveland, Ohio.
Master Builders Co.; 7016 Euclid Ave., Cleveland, Ohio
Stonhard Co.; 410 N. Broad St., Philadelphia, Pa.

FREIGHT FORWARDERS (General)

Empire Freight Co. of N. Y., Inc.; 117 Liberty St., New York,
N. Y.

SPECIAL REDUCED FREIGHT RATES

With Private Through Car Loadings to and from the Far West
and Pacific Coast

HOUSEHOLD GOODS and AUTOMOBILES
An Efficient Service Based on Years of Knowledge and
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Domestic and
Foreign Shippers,
Forwarders and
Distributors



Foreign and
Domestic Lift Van
Service for House-
hold Goods

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Incorporated

New York City, N. Y.
117 Liberty St.
CHICAGO, ILL. Philadelphia, San Francisco,
53 W. Jackson Blvd. Oakland, Seattle, Portland

Boston, Mass.
93 Huntington Ave.
LOS ANGELES, CAL.
316 Commercial St.

FUMIGATING EQUIPMENT

Calycyanide Co.; 60 E. 42nd St., New York, N. Y.
Furniture Fumigation Corp.; 100 W. 101st St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Haskelite Mfg. Corp.; 120 S. LaSalle St., Chicago, Ill.
(See advertisement elsewhere in this issue.)

HOISTS (Chain and Electric)

Atlas Trailer & Water Mufflers, Inc.; U. S. Nat'l Bank Bldg., Galveston, Texas.
(Elec.)
Boston & Lockport Block Co.; 100 Condon St., East Boston, Mass. (Chain)
Box Crane & Hoist Corp.; Trenton Ave. & E. Ontario St., Philadelphia. (Elec.)
Chicago-Moore Hoist Co.; 4056 Lakeside Ave., Cleveland, Ohio. (Chain)
Ford Chain Block Co.; Second & Diamond Sts., Philadelphia, Pa. (Chain)
Harrington Co.; Caldwells & 17th St., Philadelphia, Pa. (Chain and elec.)
Hobbs Co., Clinton E.; 203 Chelsea St., Everett, Mass., Boston, Mass. (Chain and elec.)

Lorden Mch. Co.; 1116 Broadway, Fairfield, Iowa. (Chain)
New Jersey Foundry & Mch. Co.; 9 Park Pl., New York, N. Y. (Chain)
Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa. (Chain and elec.)
Rooper Crane & Hoist Works, Inc.; 1776 N. Tenth St., Reading, Pa. (Chain)
Wright Mfg. Co.; York, Pa. (Chain)
Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa. (Chain and elec.)

INSECTICIDES

American Cyanamid Co.; 535 Fifth Ave., New York, N. Y.
Associated Textile Research Lab., 5-16 No. 5th St., Phila., Pa.
Barrett Co.; 40 Rector St., New York, N. Y.
Calycyanide Co.; 60 E. 42nd St., New York, N. Y.
Carbide & Carbon Chemicals Corp.; 30 E. 42nd St., New York, N. Y. (Gas)
Cenol Co. Dept. M-4250-59 No. Crawford Ave., Chicago, Ill.
Enoz Chemical Co.; 2300 N. Logan Blvd., Chicago, Ill.
Furniture Fumigation Corp.; 100 W. 101st St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Girard Co., Inc., Felix; Fourth Ave. and Franklin, Minneapolis, Minn.
Gottlieb Chemical Co.; 148 W. 24th St., New York, N. Y.

Secto GUARANTEED PRODUCTS

MOTH SECTO Kills All Forms of Moth Life

Kills moths and their larvae and destroys the eggs. Will not stain or injure the most delicate material. Especially recommended for spraying open storage, vans, rugs before rolling and storing, and upholstered furniture.

SECTO VAPOR CRYSTALS AND CAKES—
Paradichlorbenzene

Packed in tins 5-200 pounds. Low Prices. 2-4 ounce cakes.
Your label attached in quantity lots.

SECTO PRODUCTS COMPANY
136 West 22nd Street, New York City

A Guarantee Can't Kill Moths!

Many a warehouse man, seeking to solve his moth problems and to offer his trade a dependable moth proofing service, has put his faith in guarantees—only to find that *guarantees don't kill moths!* It does a man's business no good if his customers suffer moth damage, even if, indeed, the money loss should be made good.

The United States Department of Agriculture has stated that, up to the present time, there is no product or chemical known that will *permanently* moth-proof fabrics! Naphthalene and Para, which are used by many, are limited in their effectiveness.

The Enoz Chemical Company has always taken the position of the best scientific opinion on the subject of moth prevention. Through our experimental laboratories, we offer our customers the benefit of the latest scientific research. We make no representations which are not in accord with scientifically proven facts. For that reason, we have never issued a long time guarantee.

Be Safe from Moth Damage ENO-IZE!!

We offer, this year, a new and improved ENOZ Moth Spray. It is stronger—and has a *pleasant* odor, like perfume!

ENOZ Moth Spray is a clear, colorless liquid containing ingredients that are nearly 100% active in destroying all forms of moth life—not only the moths but the *eggs*, which do the real damage. It positively will not stain or discolor the daintiest fabrics or wood finishes. Spray according to directions with Enoz Moth Spray and you will never have need of a guarantee!

Write Today for full information

We will gladly send you full information without obligation about the ENOZ Moth Destroying Service. Let us tell you how ENOZ Moth Spray will keep you safe from moth losses. Simply send us a post card or letter today. Address nearest office.

ENOZ CHEMICAL COMPANY

2367 Logan Blvd., Chicago - 160 Fifth Ave., New York

**Enoz
MOTH SPRAY**

**THE
SURE WAY
to keep
moths out**

Take no risks—wrap carpets, rugs, draperies, etc., with WHITE TAR Paper. Forty inches wide, in rolls of from 50 to 1000 yards. Other White Tar Products: Naphthalene Flakes, Moth Proof Bags, Cedar Paper, White Tar Moth Spray, Moth Balls, Crystals, Powder and Blocks.

The White Tar Company of New Jersey, Inc.

A Subsidiary of The Koppers Company

Dept. W. Belleville Turnpike Kearny, New Jersey

Telephone: Kearny 3600

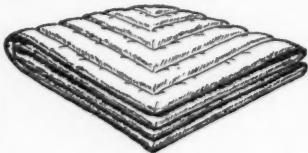


INSECTICIDES, Continued

Grasselli Chemical Co.; Guardian Bldg., Cleveland, Ohio.
Guarantee Exterminating Co.; 11 W. 42nd St., New York, N. Y.
Idico Corp.; 481 Eighth Ave., New York, N. Y.
(See advertisement elsewhere in this issue)
Potter Mfg. Co., Inc.; Dept. H, 12 Henry St., Bloomfield, N. J.
Secto Products Co., 136 W. 22nd St., New York, N. Y.
(See advertisement elsewhere in this issue)
Wells, E. S.; Jersey City, N. J.
West Disinfecting Co.; 42-16 Barn St., Long Island City, N. Y.
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

PADS (Canvas Loading)

Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.
Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.
Chicago Quilt Mfg. Co.; 1357 Roosevelt Rd., Chicago, Ill.
Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.
Ehrick & Co., Fred; 36th St. at Third Ave., Brooklyn, N. Y.
Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y.
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.
Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.



IRON HORSE

Furniture Pads are now lower in price than at any time in SEVENTEEN YEARS.

Sizes cut 36 x 72, 54 x 72, 72 x 72, 80 x 72

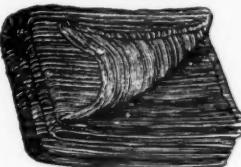
ORDER NOW FOR ALL 1932

Van Linings Grand Covers Tie-Tape

CANVAS SPECIALTY CO., Inc.
200 CANAL ST. NEW YORK CITY



Reg. U. S. Pat. Off.



Furniture Pads

Lowest prices in years

36 x 72 cut 54 x 72
72 x 72 sizes 80 x 72

Order Now for Fall 1932

We also manufacture Van Liner Pads, Piano Covers, Radio Covers—Refrigerator Covers and Tie Tapes. All kinds of special work.

EVERLAST TEXTILE MFG. CO.

19 East 21st St., New York City

Terms 2% 10 days—30 days net approved credit. F.O.B. N. Y.

Fulco Giltedge FURNITURE PADS

New, low prices on extra-quality pads easily identified by the brilliant gilt edge webbing at ends. Webbing gives longer life. Generous thickness assures perfect protection. Filler positively will not lump.

36 x 62"	\$10.25
52 x 62"	14.25
80 x 62"	19.75

per dozen, F.O.B. Atlanta. 10% advance in less than 1 doz. lots. Terms 2% 10 or net 30 days on approved credit.

Write for complete information on Furniture Pads, Tarpaulins and Burlap.

Fulton Bag & Cotton Mills
Manufacturers Since 1870

Atlanta St. Louis Dallas
Minneapolis Brooklyn New Orleans Kansas City, Kan.

**The Greatest Furniture Pad
Buy in History**

America's Finest and Longest Wearing Pad



DREADNAUGHT FURNITURE PADS

36" x 72" cut size @ \$10.50 per doz.

54" x 72" cut size @ \$14.50 per doz.

72" x 80" cut size @ \$18.00 per doz.

2% / 10 / 30 days net on approved credit f.o.b. New Haven.

WE ALSO MANUFACTURE

Van Liner Pads, Piano Covers, Canvas Tarpaulins, Scotch Dundee Burlap, Radio Covers, Electric Refrigerator Covers and all kinds of Special Covers.

America's Largest Pad Manufacturers Since 1910

NEW HAVEN QUILT & PAD CO.
NEW HAVEN, CONN.

PADS (Canvas Loading) *Continued*

Hetrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.
 Humphry's Sons, R. A.; 1020 Callohill St., Philadelphia, Pa.
 Louisville Bedding Co.; Louisville, Ky.
 Maish Bedding Co., Clifford W.; 1501 Freeman Ave., Cincinnati, Ohio.
 Maish Co., Chas. A.; 1133 Bank St., Cincinnati, Ohio.
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
New Haven Quilt & Pad Co.; 80 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)
 Olan Mfg. Co., M.; 258 Hudson Ave., Rochester, N. Y.
 Seattle Tent & Awning Co.; First Ave. at Columbia St., Seattle, Wash.
 Standard Garment Co.; Michigan & Orange St., Toledo, Ohio.
 Union Carpet Lining Co.; New London, Conn.
 Wagner Awning Co.; 2658 Scranton Rd., Cleveland, Ohio.
 Wilcox Co., M. I.; 210 Water St., Toledo, Ohio.

PADS (Excelsior Wrapping)

Allen, Inc., Charles M.; Fulton, N. Y.
 American Excelsior Corp., 1000-1020 N. Halsted St., Chicago, Ill.
 Boston Excelsior Co.; 29th St. and Eleventh Ave., New York, N. Y.
 Dale Bros. Excelsior Pad Co.; Grand Rapids, Mich.
 Dupre Mfg. Co.; North Ave., N. E. & So. Ry., Atlanta, Ga.
 Excelsior Supply Co.; Second & Smith Sts., Cincinnati, Ohio.
 Indiana Excelsior Co.; S. Keystone Ave. & Belt R.R., Indianapolis, Ind.
 Orange Mfg. Co.; Elkhart, N. C.
 Rochester Pad & Wrapper Co.; 1464 Lyell Ave., Rochester, N. Y.
 Sheboygan Pad Co.; 1301-5 Erie Ave., Sheboygan, Wis.
 Washington Excelsior & Mfg. Co.; Ft. of Main St., Seattle, Wash.
 Webster Bros. & Conover Mfg. Co.; Mason City, Iowa.

PAPER PACKING MATERIAL

Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.
 Kimberly Clark Co.; 8 S. Michigan Ave., Chicago, Ill.
Pilcher-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.
 Rochester Folding Box Co.; Boxart St., Rochester, N. Y. (Fibredown)

FOXWRAP

THE IDEAL WRAPPING PAPER

FOXCO

PAPER FURNITURE COVERS

TWINES

VAN PADS

Pilcher-Hamilton-Daily Company
349 West Ontario **Chicago, Ill.**
GEORGE S. FOX, MANAGER, WAREHOUSE SUPPLY DEPT.

PAPER (Tar)

White Tar Co.; Dept. W, Belleville Turnpike, Kearney, N. J.
 (Tar)
(See advertisement elsewhere in this issue)

PARTITIONS (Steel)

Cyclone Fence Co.; Box 517, Waukegan, Ill.
 Ehinger Sanitary Mfg. Co.; D. A.; 18-0 Luens St., Columbus, Ohio.
 Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.
 Hauserman Co., E. F.; 6901 Grant Ave., Cleveland, Ohio.
 Mills Co., The; Wayside Rd. & Nickel Plate R. R., Cleveland, Ohio.
 Page Fence Assn.; Dept. Z, 520 N. Michigan Ave., Chicago, Ill.
 Phoenix Wire Works; 1940 E. Kirby Ave., Detroit, Mich.
 Smith, F. P.; Wire & Iron Works; Fullerton, Clybourn & Ashland Aves. &
 Chester St., Chicago, Ill.

PIANO DERRICKS AND TRUCKS

Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Trucks only)
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue.)

SPRAYERS (Insect)

Idico Corp.; 461 Eighth Ave., New York, N. Y.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

STENCIL CUTTING MACHINES

Bradley Mfg. Co., A. J.; 101 Beekman St., New York, N. Y.
 Diagraph Stencil Mch. Corp.; 2913 Clark Ave., St. Louis, Mo.
 Ideal Stencil Mch. Co.; 22 Ideal Block, Belleville, Ill.
 Marsh Stencil Mch. Co.; 35 March Bldg., Belleville, Ill.

TRAILERS (Motor Truck)

Fruehauf Trailer Co.; 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)
General Motors Truck Co.; Pontiac, Mich.
(See advertisement elsewhere in this issue.)
 Gramma Motors, Inc.; Delphos, Ohio.
 Highway Trailer Co.; Edgerton, Wis.
 Reo Motor Car Co.; Lansing, Mich.
 Stoughton Co.; Stoughton, Wis.
 Traller Co. of America; Cincinnati, Ohio.
 Truck Equipment Co., 1791 Fillmore Ave., Buffalo, N. Y.
 Utility Trailer Mfg. Co.; Los Angeles, Cal.

TRUCKS (Hand)

American Pulley Co.; 4200 Wissahickon Ave., Philadelphia, Pa. (All steel stevedore)
(See advertisement elsewhere in this issue.)
 Anderson Box & Basket Co., Drawer No. 10 Henderson, Ky. (Platform)
 Barrett-Cravens Co.; 101 W. 87th St., Chicago, Ill. (Lift, stevedore and platform)
 Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)
 Chase Fdry. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio.
 Clark Co.; Geo. P.; 4 Canal St., Windsor Locks, Conn. (Lift, platform and stevedore)
 Colson Co.; Box 550, Elvira Ohio. (Platform and stevedore)
 Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform and stevedore)
 Excelsior Plimptuck Co.; Woodland Ave., Stamford, Conn. (Lift, platform and stevedore)
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Lift, platform and stevedore)
(See advertisement elsewhere in this issue.)
 Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
(See advertisement elsewhere in this issue.)
 Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.
 Howe Scale Co.; Rutland, Vt.
 Jarvis & Jarvis, Inc.; 200 S. Main St., Palmer, Mass.
 Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill. (Lift, platform and stevedore)
 Lansing Co.; 602 Cedar St., Lansing, Mich. (Platform and stevedore)
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift and stevedore)
 Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift and platform)

WANT THIS G. E. MOTH SPRAYER

and Vacuum Cleaner

FREE

?????

Only a Limited
Number

Send Coupon
Below for
Full Details

An Astounding Offer

Get this free G. E. equipment to protect warehouse stock. Use it on service work—a charge of \$10.00 (old standard price \$25.00) to demoth a 3 piece suite yields you \$5.00 clear profit. Whips all competition. Opens big new market.

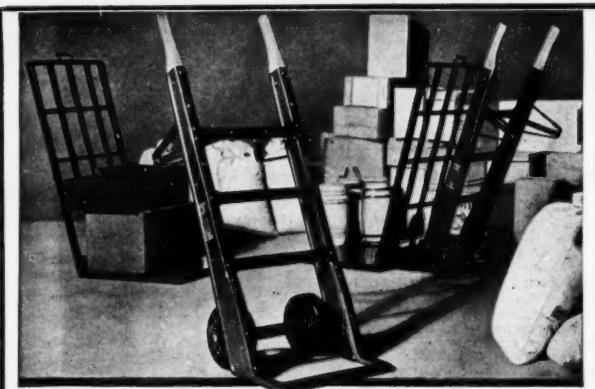
Complete outfit free—the only one that injects vapors within the interior of an upholstered piece and is both vacuum cleaner and spray. It's yours, not leased. Send the coupon NOW for full details and the story of Idico Crystal Spray—used by thousands of leading firms to thoroughly demoth and protect the most valuable merchandise.

IDICO CORPORATION, 461 Eighth Ave., New York.
 Send details of Special G. E. Moth Sprayer offer.

NAME

ADDRESS

CITY AND STATE



Cut Handling Costs

GET lift truck service at hand truck cost with American Pressed Steel Hand Trucks and American Truk-Paks. A large Philadelphia Freight Transfer finds 45% to 50% savings in time and labor, through the use of this American Team. Other users report similar savings.

Built entirely of durable steel, American Trucks and Truk-Paks seldom, if ever, require repairs. Trucks are carefully balanced on Alemite-lubricated wheels for easy maneuverability, smooth, swift action. American Trucks and Truk-Paks are available through dealers everywhere. Ask to see them, or write concerning special money-back trial offer.

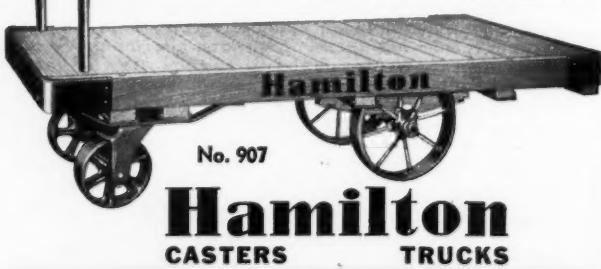
THE AMERICAN PULLEY CO.
4200 WISSAHICKON AVENUE, PHILADELPHIA, PA.

TRUCKS (Hand) Continued

McKinney Mfg. Co.; Liverpool & Metropolitan Sts., Pittsburgh, Pa. (Stevedore)
Marion Malleable Iron Works; Box 689, Marion, Ind. (Dolly)
Market Forge Co.; Garney St., Everett, Mass.
Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis. (Lift and stevedore)
Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
Norman, Wm. A.; 180 N. Michigan Ave., Chicago, Ill.
(See advertisement elsewhere in this issue.)
Nutting Truck Co.; 252 Kinzie St., Chicago, Ill. (Platform and stevedore)
Orangeville Mfg. Co.; Orangeville, Pa. (Stevedore)
Revolver Co.; 336 Garfield Ave., Jersey City, N. J. (Lift)
Saginaw Stamping & Tool Co.; Saginaw, Mich.
Self Lifting Piano Truck Co.; Findlay, Ohio. (Special piano)
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich. (Platform and dolly)
Streich & Bro., A.; 518 Eighth St., Oshkosh, Wis.
Transmission Ball Bearing Co., Inc.; 1005 Military Rd., Buffalo, N. Y. (Elevating and changeable platform)
Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates Sts., Indianapolis, Ind. (Platform)
Warren Mfg. Co.; 10 Exchange St., Chicopee, Mass.
Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y. (Platform and stevedore)

New Low Prices

Before ordering a warehouse truck it will pay you to get our new low prices. Write today for complete information.
THE HAMILTON CASTER & MFG. CO., Hamilton, O.



No. 907

Hamilton
CASTERS TRUCKS

West Bend Equipment Co.; 200 S. Water St., West Bend, Wis.
Western Wheelbarrow Mfg. Co.; So. Fort Smith, Ark. (Platform and stevedore)
Whitehurst Mfg. Co., R. W.; Cooke & Smallwood Sts., Norfolk, Va. (Platform, stevedore and dolly)
Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa. (Lift and platform)

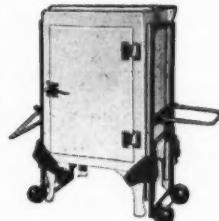
TRUCKS (Refrigerator)

R & R Appliance Co., Inc.; 208 E. Crawford St., Findlay, Ohio.
Self Lifting Piano Truck Co.; Findlay, Ohio.

GET set to make money handling and delivering refrigerators for local dealers. Save money on your own handling problem with an Easy-Way Carrier.

Write for data.

R & R Appliance Co., Inc.
Findlay, Ohio



Our money-back guarantee enables you to see for yourself.

EASY-WAY REFRIGERATOR CARRIER



Those Selling Many Refrigerators
Those Selling Few Refrigerators
both should economize with

Modern X-70 Refrigerator Trucks

Replace one man on deliveries, make heavy lifting easy and prevent damage to cabinets, floors, walls and woodwork.

Light, all steel frame; 4 inch rubber tired wheels; top casters for tilting and rolling into delivery truck. Only pads touch cabinet. Fit all cabinets, with or without legs.

\$34.50

Ball bearing swivel
casters on one end
\$5 extra.

ALSO IDEAL FOR
HANDLING UPRIGHT PIANOS!

SELF LIFTING PIANO TRUCK CO.

Manufacturers of Trucks for 32 Years
Findlay, Ohio

One of the most valuable products of advertising is its cumulative power and a short-lived campaign dies of its own accord just when the advertising is getting a lifting grasp on its burden.

TRUCKS (Roll Paper)

Norman, Wm. A.; 180 N. Michigan Ave., Chicago, Ill.

The NORMAN Truck

Pat. No. 1207433

Saves Paper—Time—Money—Men

Handles roll paper, simply and easily, without damage even to the outer sheets. Handling paper pays, and Norman Trucks get you the business.



William A. Norman
180 North Michigan
Ave., Chicago, Ill.

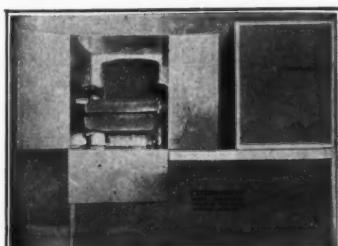
Ask for
descriptive
circular.

TRUCKS (Tiering)

Atlas Car & Mfg. Co.; 1100 Ivanhoe Rd., Cleveland, Ohio.
Clark Tractor Co.; Battle Creek, Mich. (also Lifting)
Crescent Truck Co.; 165 N. Tenth St., Lebanon, Pa.
Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.
Excelsior Plimpruck Co.; Woodland Ave., Stamford, Conn.
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
New Jersey Fdry. & Machine Co.; 9 Park Place, New York, N. Y.
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
Terminal Eng. Co., Inc.; 17 Battery Pl., New York, N. Y.
Wright-Hibbard Ind. Elec. Truck Co.; Phelps, N. Y.
Yale & Towne Mfg. Co.; 4530 Tacoma St., Philadelphia, Pa.

VAULTS (Fumigation)

Caleyanide Co.; 60 E. 42nd St., New York, N. Y.
Furniture Fumigation Corp.; 100 W. 101st St., New York, N. Y.
Haskelite Mfg. Corp.; 120 S. LaSalle St., Chicago, Ill.
(See advertisement elsewhere in this issue.)

EXTERMOVAULT**NEW PRICE****6 0 0****PER SET**

IN LOTS OF
1 DOZEN SETS
OR OVER
F.O.B. N. Y. CITY

APPROVED BY U. S. DEPT. OF AGRICULTURE

FURNITURE FUMIGATION CORP.
100 W. 101st ST., NEW YORK CITY

WHEELS (Industrial Truck)

Divine Bros. Company; 101 Whitesboro St., Utica, N. Y.
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.

WORK SUITS AND UNIFORMS

Carhartt-Hamilton Cotton Mills; Michigan Ave. & Kent St., Detroit, Mich.
Courtney & Son, Thomas; 310 Spring St., New York, N. Y.
Globe Superior Corp.; Lock Drawer C, Abingdon, Ill.
Hart Mfg. Co.; 16 E. Livingston St., Columbus, Ohio.
Hirsch-Weis Mfg. Co.; 205-209 Burnside St., Portland, Ore.
Industrial Garment Co.; 100-03 Liberty Ave., Ozone Park, Long Island, N. Y.
Lamb Mfg. Co.; 1301 Wabash Ave., Terre Haute, Ind.
Lee Mercantile Co., H. D.; 20th & Wyandotte Sts., Kansas City, Mo.
McDonald Mfg. Co., R. L.; Twelfth & Penn Sts., St. Joseph, Mo.
Motor Suit Mfg. Co.; 302 W. Ninth St., Kansas City, Mo.
Nunnally & McCrea Co.; 104-6 Mitchell St., Atlanta, Ga.
Oberman Mfg. Co., D. J.; P. O. Drawer 68, Jefferson City, Mo.
Riesman & Son, John; 841 Blue Island Ave., Chicago, Ill.
Scott Mfg. Co., Cyrus W.; Houston, Texas.
Standard Garment Co.; Cor. Michigan & Orange Sts., Toledo, Ohio.
Strauss & Co.; Lev.; 98 Battery St., San Francisco, Cal.
Sweet, Orr & Co.; 12 Union Square, New York, N. Y.
Waco Garment Mfg. Co.; P. O. Box 134, Waco, Texas.
Welch-Cook-Beals Co.; 321-29 S. Third St., Cedar Rapids, Iowa.
Zions' Co-oper. Merc. Institution; P. O. Box 2300, Salt Lake City, Utah.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Down Go Trucking Costs . . .

Rough concrete floors . . . extremes of heat and cold . . . frequent overloading are common costly conditions in many plants and warehouses.

Keep your trucking costs DOWN and reduce floor wear with Divine Canvas Cushion Wheels. Built of tough, laminated canvas, compressed into almost a solid, the canvas cushion tread has a natural resiliency. Runs silently; protects all types of floors. Never becomes flat or frayed, regardless of load. This type of wheel ends replacement expense; many cases of 10 to 15 years service. Want full details?

Write to Divine Brothers Company, 101 Whitesboro St., Utica, N. Y.

**Divine CANVAS CUSHION TRUCK & CASTER Wheels**

Use
Fairbanks
"No. 500"
Rubber Tired
Truck
Wheels
and end your
hand truck
worries



Cut shows No. 508 RA 8" size with
Roller Bearings

Here is something that the dealer can sell and sell at a profit—our new "No. 500" Style Rubber Tired Truck Wheel.

There are untold numbers of hand trucks in use and the tendency, more and more, is to equip these trucks with protective tired wheels.

The Fairbanks new "No. 500" Wheel fills the bill—it is strong and durable, operates easily and noiselessly, and is a real protection to floors.

The tire is made of special high grade rubber, of great tensile strength and resiliency, and is vulcanized to the wheel proper in a manner that insures firm adhesion and long wear.

Hyatt roller bearings of special design are used. The wheels are well balanced and are equipped with Zerk fittings for proper lubrication.

Made in sizes 3" to 16" as standard, and otherwise to order. Write for catalog and prices.

The Fairbanks Company

Boston New York Pittsburgh
Distribution Everywhere

WAREHOUSE DIRECTORY

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

"Andy Says"

THIS issue of "D & W" contains an interesting and timely article by H. A. Haring on the new postal rates that will have become effective on second-class matter on July 1.

It is not because of the increased cost of distribution to publishers with periodicals of large circulation that this new postal regulation is of interest to warehousemen and motor freight operators, but rather because this law will automatically produce new sources of revenue for those who can handle the local distribution problems of the publishers in each respective territory.

There is nothing new in this type of account, as many merchandise warehouses now perform this service for the large distributors of magazines and periodicals. Their trucks are definitely scheduled each week or month for this work and the radius of operation is usually determined by the towns and their population that surround the point of distribution to which the carload shipment is consigned.

The increase in the second-class rate is sufficiently large, however, to make it possible for general publications of moderately large circulation to pool their copies with other publishers to make carload shipments to the more important centers and thus effect a worthwhile saving.

It is not to be assumed that the publishers of trade, vocational and industrial publications, which usually have comparatively small and scattered circulations,

will ever benefit by this pooling arrangement; however, the time has come to think of *all* national and general publications as accounts that should be cultivated.

Read Mr. Haring's story on page 26 of this issue to become acquainted with the full details of this outlet for new business.

WHILE not all of us were in business in 1837, 1873 or even 1893, there may be comfort in knowing that depressions in those years were, at least in certain ways, worse than anything we are now suffering. For instance, the president of a large life insurance company reminds us that in 1837 every single bank outside of New England closed its doors. On May 10 of that year every bank in New York City closed. Before that depression was over the Treasury of the United States, which was collecting normally in those times less than sixty million dollars a year, had a deficit of eighty-eight million dollars.

In 1873 there were three million men out of work in a population of forty million, eighty-nine railroads went into the hands of receivers, and three hundred out of three hundred and seven iron and steel plants absolutely shut down.

To the pessimist, this seems to be a challenge.



CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

July.....Denver, Movers & Warehousemen's Association of.....Denver	August.....Wisconsin Warehousemen's Association.....To be announced
July 16-19.....Central States (Household Goods).....Waukesha, Ind.	September.....Connecticut Warehousemen's Association.....To be announced
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1880—Fifty Years of Honorable Service—1930
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STORAGE HAULING PACKING

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Hess-Strickland Transfer & Storage Co.

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Distribution of Pool Cars Given Special Attention—Motor Trucks in
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Transfer & Warehouse Co.
Fireproof Warehouse
Household Goods and Merchandise**

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MOVING—PACKING—SHIPPING
STORAGE
HOUSEHOLD GOODS
LONG DISTANCE MOVING

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MONTGOMERY, ALA.

MOELLER TRANSFER & STORAGE CO.
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Low Insurance Rate Bonded Trucking Service
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ARIZONA STORAGE and DISTRIBUTING CO.
MERCANDISE and HOUSEHOLD GOODS
POOL CAR DISTRIBUTION

Lowest Insurance Rates

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Trucking Service

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42 South Fourth Avenue

Storing and Packing Moving and Shipping
Warehousing and Distribution service for merchandise and furniture.

Sprinklered warehouse—Insurance rate 46c.

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Storage Co.

**TRANSFER
AND
STORAGE**

Storage capacity 68,000 sq. feet. General receiving and
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Tucson Warehouse & Transfer Co.
POOL CAR DISTRIBUTORS
FIREPROOF STORAGE

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General Merchandise Storage. Forwarding. Pool Car Distribution.
55,000 Square Feet Floor Space.
Modern Fire Proof Building. Sprinkler Equipped.
Lowest Insurance Rate.
On St. Louis, San Francisco Railroad Reciprocal Switching.

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Rogers Ave. and 2nd St.
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Storing—Shipping—Moving

Pool-Car Distributing a Specialty



COMMERCIAL WAREHOUSE CO.

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"A Complete Service"

Modern Offices—Storage—Drayage and Distribution
Located in the heart of the wholesale and shipping
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Fireproof Sprinklered Private Railroad Siding

Low Insurance Quick Service

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Arkansas' Largest Warehouse
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NEW TERMINAL WAREHOUSE CO.
LITTLE ROCK **ARKANSAS**
Member American Warehousemen's Association
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-
- Absolutely Fireproof
- Low Insurance Rates
- Pool Car Distribution Compartments for household Goods
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Pool Cars Distributed, Merchandise and Household Goods Storage, Trucking.



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"HOUSEHOLD & MERCHANDISE"

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PRIVATE SIDING P. R. R.

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FIREPROOF WAREHOUSE



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EFFICIENT WAREHOUSING and DISTRIBUTION

CALIFORNIA WAREHOUSE CO.

837 TRACTION AVE.

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- Central Location
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- Low Insurance
- Cartage Service
- Merchandise Exclusively



Specialist in Food Distribution

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FAST—EFFICIENT—SAFE

OUR SERVICE INCLUDES

**STORING
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Jennings-Nibley Service will efficiently take care of your storing, handling and shipping problems in general merchandise. Pool car distribution, expert traffic management, and daily truck service to all parts of the city.

Buildings sprinkled throughout 180,000 sq. ft. Low insurance rates. Spur track facilities. Negotiable receipts issued for loan purposes and accepted by all banks.

JENNINGS-NIBLEY WAREHOUSE CO., Ltd.
440 SEATON STREET **LOS ANGELES, CAL.**

LOS ANGELES, CAL.

Merchandise Storage and Distribution~**LINCOLN**
Fireproof Storage COMPANY

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Pool Car Distribution
Private Siding
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Lowest Insurance Rates
Complete Warehousing & Trucking Service~



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316 Commercial Street

Los Angeles Warehouse Company**Household Goods and Merchandise**

Consign your shipments for Hollywood, Beverly Hills, and Los Angeles direct to us. We will insure you satisfied customers. A complete service.

LOS ANGELES, CAL.



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Reinforced Concrete Building
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General
Merchandise
Storage
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Overland Terminal Warehouse Co.



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FLOOR SPACE FOR LEASE
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ATTRACTIVE OFFICES AND DISPLAY ROOMS
INSURANCE RATES as Low as 12.2¢



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Insect Control in Foodstuffs
OPERATED BY THE VACUFUME COMPANY, LTD.
COOL ROOM ACCOMMODATIONS

PERSONAL SERVICE

30 CAR SWITCHTRACK

INQUIRIES WELCOMED

SERVED BY THE UNION PACIFIC

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Agents, Aero Mayflower Transit Co.

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Pacific Commercial Warehouse, INC.

Owned and Operated by
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Centrally located — Uncongested district
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POOL CAR DISTRIBUTORS

Complete Warehousing & Trucking Service
Cyanide Fumigating—Carload Capacity
923 East Third St., Los Angeles, California

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We solicit Your Shipments and
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PRUDENTIAL
STORAGE & MOVING CO.

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FIREPROOF WAREHOUSE FOR HOUSEHOLD GOODS
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COMPLETE FACILITIES
General Merchandise
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56 Motor Trucks
Desirable Private
Offices—Desk Space
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A superior service in
physical handling and
clerical detail that cost
no more than you pay
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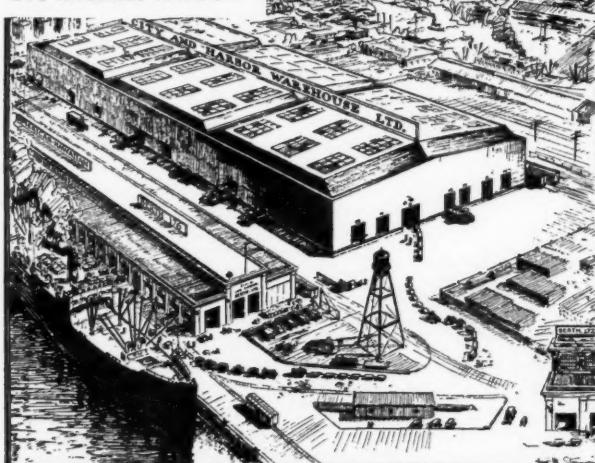
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AT SHIPSIDE

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80,000 square feet on one floor adjoining docks of American-Hawaiian, Williams Line, McCormick, Munson and Oceanic & Oriental Steamship Lines.

DIRECT HANDLING BETWEEN SHIPS AND WAREHOUSE. Combining increased efficiency with low tariff. Redistribution by water, rail and truck lines.

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THE HASLETT WAREHOUSE CO.
OAKLAND AND SAN FRANCISCO

Members
AMERICAN WAREHOUSEMEN'S ASSOCIATION
American Chain of Warehouses
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MOVING SHIPPING PACKING STORING

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WAREHOUSING GENERAL MERCHANDISE
Pool Car Distribution Motor Truck Fleet
Terminal at First, Brannan and Federal Streets
In the heart of the shipping district

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Pioneer in the Warehouse and Distribution Business
Operating in the Logical Distribution Center of the Pacific Slope with
Complete Warehouse and Drayage Facilities
Low Insurance Rates

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A Complete Service for the Warehousing and Distribution of General Merchandise

Warehousing, Distribution, Draying, Office Accommodations, Telephone Service. Space for Lease

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150,000 Sq. Ft. Space
Serves Two Million Population
Send Pool Cars in our care for distribution. Forty-two teams and trucks insure prompt service to customers and satisfaction to you.

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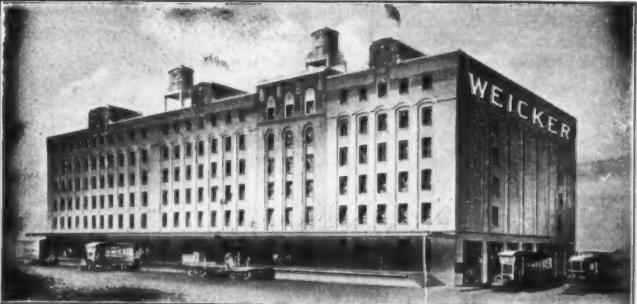
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THE MERCHANTS STORAGE & TRANSFER CO.
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FREE SWITCHING FROM ALL RAILROADS
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A modern storage and distribution service. Daily deliveries via rail, boat, motor truck, to all principal towns and cities within 150 miles radius. Private rooms for storage of furniture and special facilities for moving, packing, crating and shipping of household effects. Also Warehouses at Hartford, Conn. and Springfield, Mass.

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Complete service for Warehousing and Distribution of General Merchandise—Heavy Machinery and H. H. Goods
Motor Truck Delivery to all principal towns within 50 mile radius

Private R.R. Siding—Crane Service
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Local and Long Distance Furniture and Piano Moving
Packing, Crating and Shipping of Pianos, Furniture, China

Only Fireproof Storage Warehouse in Hartford

Agents for the AERO MAYFLOWER TRANSIT COMPANY

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Incorporated 1908

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Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

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July, 1932**HARTFORD, CONN.**

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J. W. Connolly, Vice-Pres.

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A modern storage and distribution service. Sixteen separate buildings. Fireproof and non-fireproof construction. Twenty-four car private siding. Daily deliveries via rail, boat, motor truck, to all principal towns and cities within 150 mile radius, private rooms for storage of furniture and special facilities for moving, packing, crating and shipping of household effects. Also warehouses at Bridgeport, Conn., and Springfield, Mass.



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A. C. W., Hartford Chamber of
Commerce, Hauling Member of the
Allied Van Lines, Inc.

**MIDDLETOWN, CONN.****Fireproof Storage****J. W. Rogers, Incorporated**

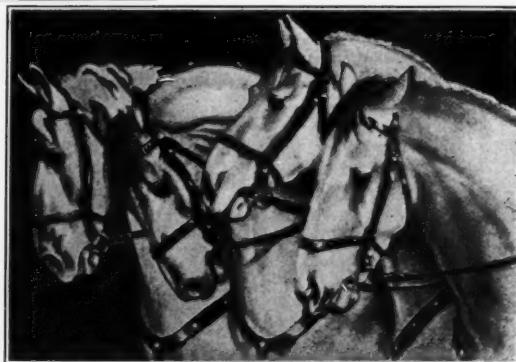
R. R. Siding Office Fagan Ave. Boat Facilities
Storage Household Goods in Separate Rooms
Crating Packing Shipping
Long Distance Moving

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M. E. Kiely, Mgr.



DAVIS STORAGE COMPANY
335 East St., New Haven, Conn.
Modern Fireproof Merchandise Warehouse.
Private seven-car Siding, adjacent to Steamship and
R. R. Terminals.
Pool and stop over cars distributed.
Motor Truck Service to all towns in Connecticut.
Low Insurance Rate. Prompt, Efficient Service.

NEW HAVEN, CONN.**THE SMEDLEY COMPANY**

NEW HAVEN, CONN.

Concrete and steel fireproof storage warehouses, for furniture, pianos, merchandise, and automobiles. Local and long distance hauling of every description. Especially equipped for moving machinery, boilers, safes, etc. Railroad and boat connections.

The Smedley Company, established in 1860, has made trucking and storage history in Southern New England. Has never lost a customer deemed desirable to retain. The Smedley Company is fully equipped with automobile trucks and vans of every type and maintains a stable full of horses, not only as being the most practical and economical means of transportation under some conditions, but as being the only means at times when, because of road conditions, motor trucks are useless.



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IN CONNECTICUT**

Daily distribution to all cities and towns in Connecticut. Send us your cars for distribution and we make all deliveries and collections for you.

Equipment capacity 300,000 lbs.

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PIANO AND FURNITURE PACKER, MOVER
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Safe Mover—Freight and Baggage Transfer—STORAGE
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HOUSEHOLD GOODS, STORAGE, PACKING, SHIPPING
LOCAL AND LONG DISTANCE, MOVING AND TRUCKING.
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Storage Warehouses
Household Goods
Storage Packing Shipping
Gen. Merchandise Storage
Pool Car Distribution

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E. K. MORRIS, President

**FEDERAL STORAGE
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(See Page Advertisement Directory Number)

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General Hauling

Merchants Transfer & Storage Co.
620-622 E. St., N. W. W.



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Direct Switching Connections into Warehouse
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Efficient and Courteous
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We are prompt in all things.
Distributors of Pool Cars



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FLORIDA'S LARGEST WAREHOUSE

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Reconsigning—Trucking Service—Trackage 52 Cars
Reinforced Concrete—Sprinkler System
Insurance Rate 20 Cents

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Members A.W.A.—A.C.of.W.—J.W.A.

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3 Fireproof Constructed Warehouses
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Ferriss Warehouse & Storage Co.
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Moving. Motor Freight Terminal

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Let "The Safest Place in Tampa" Serve You in "The Land of the Sun"



MERCHANDISE
STORAGE
POOL CAR
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Tampa is the logical
port from which to
serve all of Florida.
Lowest Average
Freight Rates.
Best Service.
Carry Your
Furniture Stock
AT

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CATHCART CARTAGE COMPANY

Serving The Thirty Years

MOVE — STORE HOUSEHOLD GOODS PACK — SHIP
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Railroad sidetrack, no switching charge, low insurance, sprinkler
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July, 1932

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MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE COLD STORAGE AND TRUCKING

Private Railroad Sidings—Concrete Warehouses

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BONDED WAREHOUSES

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Private Whse. Siding. Pool Cars. Storage

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General Merchandise Storage and Distribution

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Pool Car Distribution

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General Storage—Re-Consignment—Distributing—Forwarding—Prompt and Efficient Service—Exceptional Facilities

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Track Connections with all Railroads and Steamship Docks

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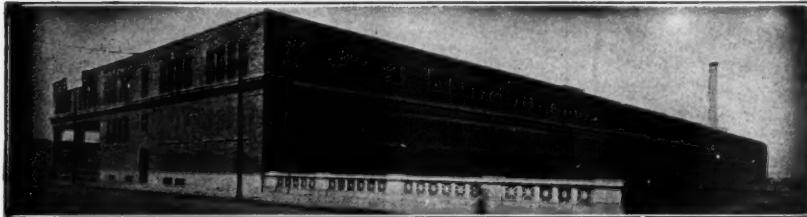
Members American Warehousemen's Association

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Bay Street Extension and Canal

P. O. Box 985 Savannah, Ga.

CHICAGO, ILL.



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CHICAGO

NEW YORK OFFICE: TRANSPORTATION BLDG.

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Capacity 1200 Carloads
Insurance Rates as Low as 12c.Thru our offices at New York,
Chicago and Kansas City we also
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CHICAGO.....Crooks Terminal Warehouses
DALLAS.....Interstate Fireproof Siding, Trif. Co.
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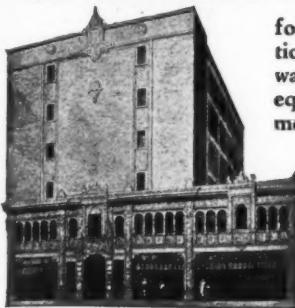
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AVAILABLE SERVICE



for the entire southern section of Chicago. Fireproof warehouse; modern van equipment; experienced men.

We solicit your consignments. Your interests will be safeguarded and any collections promptly handled.

Available Fireproof Warehouses, Inc.
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Member N. F. W. A., I. F. W. A.
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Write for booklet, rates, and full particulars.

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No Cartage No Delay!



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Currier-Lee Warehouse Company

363 to 471 West Erie St.
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Specializing in the Storage of Food Products of All Descriptions.

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9 Warehouses

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Will Give You Service on
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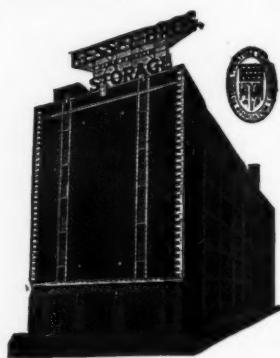
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Our large, modern fire-proof warehouse is always at your service. We also maintain an efficient, completely equipped packing and shipping department. Long distance moving a specialty.

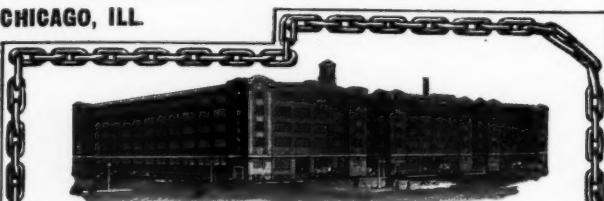
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For Shipments to the South Side's Finest Residential Districts
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The Lincoln Warehouse Corporation
Main Office and Warehouse—4259 Drexel Boulevard
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"30 Years of Distinctive Service"
Personal attention of executives to customers. Collections promptly remitted.
Member N.F.W.A.

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LARGE AND SMALL SHIPPERS
THREE MODERN MERCHANDISE
WAREHOUSES

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With convenient locations

for Local Trade.

With excellent transportation facilities

for National Distribution

Chicago Junction Union Freight Station—
direct connections with thirty-eight railroads,
no trap car, tunnel or cartage charges
on outbound LCL shipments. Receiving stations
of Express, Freight Forwarding, Electric
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The reputation for effective, careful handling of merchandise distribution—built up by years of experience—is being consistently maintained by the capable Railway Terminal organization.

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RAILWAY TERMINAL & WAREHOUSE CO.

444 West Grand Avenue

Merchandise Storage in the Heart of the Wholesale District

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Three warehouses close to the Loop—
Direct railroad connections—Dock space—Office and warehouse space for rent—U. S. Customs Bond—Loans made on standard merchandise—Low insurance rates—Direct tunnel connection—Fumigation service.

*Write for information on services adapted
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W. C. Reebie & Brother (INC.) Five Storage Warehouses

Established 1880

Complete facilities for the Storage, Removal, Packing or Shipping of

Household Goods, Pianos or Works of Art

Offices and Fireproof Warehouses

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Member: N. F. W. A. & I. F. W. A.

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Modern building, mill construction, sprinklered. Private sidings PRR and CM&St.P&P. All loading and unloading under cover.

Adjacent to The Loop and wholesale sections of Chicago. Motor truck, electric truck and team service.

Modern office space available in warehouse building.

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Soo Terminal Warehouses

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Merchandise Storage—Pool Car Distribution
Less Carloads To and From All Trunk Lines,
North Shore Electric and Aurora and Elgin Elec., and their connections.
handled without Cartage Charges.
Cool Temperatures—Candy Stored All Year.

Ground Floor Warehouse Spaces With or Without
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NEW YORK
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FORWARDING CO.**

(ESTAB. 1903)

STORAGE CARTAGE RESHIPPING LOANS
LOCATED IN THE CENTER OF DISTRIBUTION
FINEST RAILROAD FACILITIES
LOWEST INSURANCE RATES

GENERAL OFFICES: 3615 IRON ST.

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WAKEM & McLAUGHLIN INC.

MONEY ADVANCED

Our ample financial resources enable you to negotiate loans right
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Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

Prompt Delivery and Best of Service

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CHICAGO'S

Big Down Town Warehouse

An INSTITUTION Built to Serve

**Merchandise Storage — Pool Cars
Distributed**

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Consign You Shipments Via Pennsylvania Railroad

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E. H. Hagel, Supt.

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STORAGE
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and Pool Cars

Consigned to

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The only fireproof warehouse in Danville.
Storage for household goods and Merchandise Distributing. Conveniently located
in the heart of the wholesale district. Private siding to warehouse, and free
switching from all railroads.

Low Insurance Rate
Danville is the breaking point of Eastern and Western Classification of freight
rates, making a most convenient point for the distributing or storage of carloads.
American Warehouse Association.
Members National Furniture Warehousemen's Association.
Members Illinois Furniture Warehousemen's Association.

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Decatur Warehouse Company

(Shumate Transfer)
20-30 INDUSTRY COURT
TRANSFER-STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED :: LICENSED :: INSURED CARRIERS

ELGIN, ILL.

Elgin Storage & Transfer Co.

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Merchandise and Furniture Storage, Long Distance Hauling.
Bonded Warehouse. Storing, Packing, Shipping.

Warehouse and Office: No. 300 Brook Street

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Telephones 501 and 502

Joliet Warehouse and Transfer Company

Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West.
Located on five Trunk Lines and Outer Belt which connects with
every road entering Chicago.

No switching charges.

Chicago freight rates apply.

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DIRECTORY OF WAREHOUSES

Distribution and Warehousing
July, 1932

MACOMB, ILL.

Central States Warehouses, Inc.

STORAGE OF FARM AND CITY COMMODITIES

UNDER STATE AND FEDERAL SUPERVISION

Automatic Sprinkler Fire Protection

Capacity 150 Car Loads

Macomb, Illinois

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FIREPROOF WAREHOUSE

FREIGHT DISTRIBUTORS FOR MOLINE, ROCK ISLAND, EAST MOLINE AND SILVIS, ILL., DAVENPORT, IOWA, AND UPPER MISSISSIPPI VALLEY
 Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning. We don't expect your account unless we can show you a definite advantage over present methods.

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All Points of the Compass



Peoria is the logical center of distribution for Illinois.
 We will be pleased to explain our service and facilities.
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Experienced

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"The choice of the greatest industries"
 EVERY FACILITY TO MEET YOUR REQUIREMENTS

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THE CENTER OF THE QUAD-CITIES
 160,000 POPULATION — RATE BREAKING POINT
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ROCK ISLAND TRANSFER & STORAGE CO.

Member of A. W. A.—N. F. W. A.

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MOVING—PACKING—SHIPPING—STORAGE

LOCAL AND LONG DISTANCE HAULING

FIREPROOF VAULTS

OFFICE AND WAREHOUSE

CORNER GOVERNOR AND ILLINOIS STREET

We protect your interests and satisfy your customers

EVANSVILLE, IND.

"On the banks of the Ohio"

MEAD JOHNSON TERMINAL CORPORATION

Combination River-Rail Truck Terminal & Warehouse

90,000 sq. ft. floor space on one floor. Served by two railroads—C. & E. I. and L. & N. Reciprocal switching to all Evansville industries. Fireproof; Sprinkler system; Thermostatically heated; Lowest insurance. Ideal trucking facilities. Store door service. Merchandise storage. Pool car distribution. Served by American Barge Line, Mississippi Valley Barge Line and Independent Tows.

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Lex Terminal Warehouse Co.

N. W. Riverside Drive and Ingle St.
 120,000 sq. ft. Floor Space Sprinklered Building. Lowest Insurance Rates. General Merchandise and Furniture Storage. Office and Warehouse Space to Lease or Rent.
 RIVER, RAIL, TRUCK FACILITIES. Operating Evansville Central Union Truck Terminal, Inc. Store door delivery service to 300 towns in Southern Indiana, Illinois and Western Kentucky. Phones.

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General Storage. Factory Space. Space and Offices for Branch Warehouses. I. C. and L. & N. Siding. Improved Sts. Operate Own Trucks

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FIREPROOF AND NON-FIREPROOF BUILDINGS.
 Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.; Wabash R. R.—Private Sidings—Pool Car Distribution

FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.

"FIREPROOF" BUILDINGS

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Located In Center of Business District
 We have our own truck line and are equipped to make prompt deliveries
 Private siding



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Members N.F.W.A., Allied Van Lines

JOHNSON Transfer and Fireproof Warehouse

MERCHANTISE AND HOUSEHOLD GOODS STORAGE

WAREHOUSE and OFFICE: 405 Douglas Str.

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SPACE LEASES—MERCANDISE STORAGE—
LOW INSURANCE—POOL CARS DISTRIBUTED—
TRUCK DELIVERIES

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Prompt, careful Warehouse and Transfer Service. Pool car distribution. Our personnel possesses the special knowledge required to ship Farm Implements and Parts, and this class of business is solicited.

Free Switching

Modern Facilities

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230 West McCarty St. Telephone Ri. 5513-14
Handling General Merchandise, Sugars, Etc.
Cold Storage Plant That Satisfies
B-4 Ry. Siding Modern Truck Equipment

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DELIVERY
in Indianapolis and

600 Indiana Towns and Cities



We maintain a state-wide overnight system from the CENTRAL UNION TRUCK TERMINAL at Indianapolis. Two dozen motor lines, running to 600 Indiana cities and towns, are ready to give you rapid, safe Overnight Store Door Delivery.

ALL CARGOES
INSURED

All Terminals Incorporated

Warehousing, Local Delivery and Trackage Facilities in Twelve Indiana Cities. Write for full particulars.

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Tom Snyder, Pres.

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MERCANDISE AND MACHINERY STORAGE

Centrally located in Shipping District

Private siding—C. C. & St. L. R. R.

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Private R.R. Track Capacity 21 Cars connecting with all Lines.

Merchandise Storage and Distribution a Specialty

Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. U. S. Licensed and Bonded Canned Foods Warehouse

License No. 12-4.

CEDAR RAPIDS, IOWA

Cedar Rapids Transfer & Storage Co., Inc.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

290,000 Square Feet Storage Space

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Including Rock Island and Moline, Ill

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Fireproof Warehouse, on Trackage—in the Business and
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Reference—150 Nationally Known Firms Using Our Distribut-
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Motor Truck Service. A.W.A.—N.F.W.A.

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Member American Chain of Warehouses

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FIREPROOF WAREHOUSE, PRIVATE SIDING

Distribution of Merchandise and H. H. Goods

Pool Cars. Motor Truck and Team Service.

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The Men Who Distribute

WHITALL TATUM
DRUGGISTS' SUNDRIES

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

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YOU REACH ALL OF IOWA
THROUGH DES MOINES

Let us send you a map showing how easy it is to cover the State from Des Moines.

Write us for any information you may need for distribution in IOWA.

BLUE LINE STORAGE COMPANY



DES MOINES, IOWA

200 Package Cars Daily Out of Des Moines

Offers a quick distribution.

TRY OUR SUPERIOR SERVICE

35 years' warehousing nationally known accounts gives you Guaranteed Service

Daily reports of shipments and attention to every detail.

Write for free shipping and service map.



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ESTABLISHED 1880

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(PLEASANT J. MILLS)

120 So. FIFTH AVE.

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Moving: Packing: Shipping, Consolidators and Forwarders

Fireproof and Non-Fireproof Storage of

AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS

MERCHANDISE (All Kinds)

Private Sidings—Free Switching to and From All Lines Entering Des Moines

(Lowest Insurance)

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Consign Your Mdse. and H. H. Goods Shipments
to the

CADWELL TRANSFER & STORAGE CO.

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Experience—Facilities—Ability

Ship via

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Warehousing and Transportation Service

MASON CITY, IOWA

Hub of Northern Iowa
and Southern Minnesota Territory

MASON CITY WAREHOUSE CORP.

Fireproof Storage of All Kinds

MASON CITY, IOWA

Served by: C&NW, CR&P, CGW, CMS&P&P & M&StL RAILWAYS

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220-222 South College St.

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Private Switch Tracks. Connections with C. R. I. & P., O. B. & Q.—Wabash and C. M. St. P. & P. Railroads.

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Can take care of your every requirement on Merchandise and Household Goods.

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Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles

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Overnite Delivery to Points Between Wichita and Denver
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Fireproof Warehouse—Merchandise and Household Goods
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THE TOPEKA

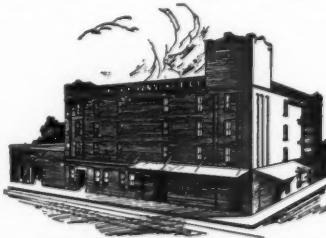
Transfer &

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Inc.

Established 1880

Three Houses for
Merchandise and
Household Goods



Private switch connections with the A. T. & S. F., C. R. I. & P., U. P., and M. P. Free switching. Motor service. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION, accurately and promptly. 75,000 sq. ft. Investment \$200,000. We solicit your shipments.

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Merchandise Storage Only

We have over 50,000 square feet storage space. Storage and distribution rates quoted on application. Reinforced steel and concrete fire-proof building. Very low insurance rates. One hour watchman service. Located on the Wichita Terminal Associations and Atchison, Santa Fe railroad track. Chicago Rock Island, St. Louis, San Francisco, Missouri Pacific Railroads. Own private track with facility to handle six cars. Local distribution by our own trucks. We specialize in pool car service.

"Courtesy and Service"

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A Modern Distribution and
Warehousing Service

Brokers Office & Warehouse Co.
Murray E. Cuykendall, Gen. Mgr.

WHAT IT MEANS TO YOU

Not something for nothing, but doing what you want
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WICHITA, KANSAS

Fireproof Storage and Sprinkler System

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In the Heart of the Wholesale District

Established in 1921

We offer every service known to modern warehousing
and distribution.

Our rates are reasonable. Will quote by request.
All inquiries cheerfully answered, and references
furnished.

Member: K. W. & T.—Wich. T. & A.

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MID-CONTINENT
WAREHOUSE COMPANY
BONDED

East William St., Commerce to Santa Fe

MERCHANDISE STORAGE
DISTRIBUTION

A SUPERIOR SERVICE REASONABLY
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Forty years' experience in handling merchandise

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WAREHOUSES

Fireproof and Non Fireproof. Centrally Located.
Warehouses on Private Sidings. Free Switching Charges.
DISTRIBUTION OF POOL CARS A SPECIALTY
MERCHANDISE AND HOUSEHOLD GOODS
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE

Member American Chain of Warehouses

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\$750,000 CAPITAL

Louisville Member
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Gen'l Mdse. ————— H. H. Goods

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A. A. Botts, Sec'y.



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WAREHOUSES
Memphis
New Orleans
Louisville

Member
N. F. W. A.
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SAFETY TRANSFER AND
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"Louisville's Leading Movers & Packers"

Clay and Main Streets
We Move, Pack, Store and Forward Household
Goods

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Alexandria, in the Heart of Louisiana

The meeting point of six railroads, giving quick service to every

section of the State.

We operate the only Brick and Concrete Bonded Warehouse in

the City. Private Spur Connection with all lines.

Truck and Team Transportation, Long Distance Hauling.

Prompt attention given inquiries.

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SECOND and XAVIER STREETS
Members of A. W. A. and N. F. W. A.

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Collier Storage and Distributing Co.

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Brick Warehouse, Private Siding Missouri Pacific Ry.
Merchandise Storage and Distribution, Household Goods
Packed, Moved and Stored, Local and Long Distance
Trucking. Prompt Shipments via Rail Lines, Boats,
Barges, and Authorized Motor Common Carriers.

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DIRECTORY OF WAREHOUSES

Distribution and Warehousing
July, 1932

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Importers' Bonded Warehouse
and
Bienville Warehouses Corporation, Inc.
R. W. DIETRICH, President
NEW ORLEANS, LA.

Complete Warehousing and Distribution Service for New Orleans and its territory.
200,000 square feet of storage space with track room for 30 cars at one placement. Licensed by and bonded to the State of Louisiana, and the U. S. Government. Office, 340 Bienville St.

Member A. C. W.—A. W. A.

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NEW ORLEANS

In the heart of the Commercial District

at New Orleans we have a distributing depot for package freight, operated for the particular service of the traffic manager by a specialized organization that will handle orders as promptly and efficiently as your own shipping department.

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Represented by National Warehousing, Inc.
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**Douglas Shipside Storage &
Douglas Public Service Corps.**

New Orleans, La.
Sprinklered storage—1,050,000 square feet.
Mdse. and Furniture.
Switch track capacity—60 cars.
Nine warehouses convenient to your trade.
Loans made against negotiable receipts.
Trucking Department operating 55 trucks.
Insurance Rates 12c. to 22c.
Represented by
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Service, Inc.
New York Chicago
San Francisco

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STORAGE CO., INC.**

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*Modern**Fireproof Warehouse*

You may depend on us to treat your clients as our own when you call on us to serve them in New Orleans.

Members—N.F.W.A. and A.W.A.

NEW ORLEANS, LA.

NEW ORLEANS, LA.
2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.
Located on Mississippi River—Shipside connection.
Electrical unloading and piling devices provided to eliminate damage in handling.
Excellent switching connections, with all lines entering New Orleans.

INDEPENDENT WHSE. CO., Inc.
New Orleans, La.

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McLAUGHLIN WAREHOUSE CO.

Established 1875 Incorporated 1918

General Storage and Distributing

Rail and Water Connection—Private Siding
Member American Chain of Warehouses
American Warehousemen's Association
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Galt Block Warehouse CompanyPortland, Maine
Storage, General Merchandise, Household Goods and AutomobilesPrivate track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.
Office, 20 Commercial St., Portland, Maine
J. S. SAWTELLE, Manager

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For Details See Directory Issue
Distribution and Warehousing**BALTIMORE FIDELITY WAREHOUSE CO.**T. E. WITTERS, President
Baltimore's Most Modern Merchandise Warehouses
Rail and Water Facilities
Pool Car Distribution—Storage—Forwarding
Private Siding Western Maryland Railway

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Established 1905

THOS. H. VICKERY, Pres.

**BALTIMORE
STORAGE CO.**

Every facility for the handling of your shipments

BALTIMORE, MD.

CAMDEN WAREHOUSESOperating Terminal Warehouses on Tracks of
The Baltimore & Ohio Railroad Co.Storage—Distribution—Forwarding
Tobacco Inspection and Export—Low Insurance Rates
Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

Est. 1904

CENTRAL WAREHOUSE CO., INC.

Rail Connections — Motor Trucks — Pool Car Service
Merchandise Storage and Distribution
Complete Branch Warehouse Service — Low Insurance
Located in Heart of Wholesale and Jobbing District
4 Blocks from Actual Center of City
515-525 W. Baltimore St. — 502-508 W. Redwood St.

BALTIMORE, MD.

Main Office: 34 S. Eutaw St. Established 1896
Branch Offices: N. Y., Wash., Phila., Norfolk

THE DAVIDSON
TRANSFER AND STORAGE CO.

Offering the most complete Moving, Hauling and Freight Services in Baltimore
Handling Distribution of Nationally Known Products for 36 Years
Fleet of Delivery Trucks Covering City and Vicinity Twice Daily
Consign all shipments to Camden Station, via B. & O.—Calvert Station, P. R. R.
—President St. Station, P. R. R.—Hillen Station, W. M.
Member of Maryland Furniture Warehousemen's Ass'n

BALTIMORE, MD.

FIDELITY

STORAGE CO.

2104-6-8 MARYLAND AVE.

Your Clients Efficiently Served
All Collections Promptly Remitted

MOTOR FREIGHT SERVICE

Household Goods Pool Car Distribution Merchandise
Maryland Furniture Warehousemen's Association
National Furniture Warehousemen's Association

Baltimore's Modern Fireproof Warehouse

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Fireproof Storage Warehouses

General Offices: 524-530 West Lafayette Ave.

Two warehouses located conveniently to West, Northwest and North Baltimore. Storage of H. H. G., Office Furniture, Silverware, Rugs and Rug Cleaning.

General Merchandise Distribution—Store-door Delivery. Pool Cars, Local Moving—Packing—Shipping.
Long Distance Moving—20 Mack Vans

Member of:
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National Furniture Warehousemen's Association



BALTIMORE, MD.

Merchandise—Storage

McCormick Warehouse Co., Inc.

McCormick Bldg.

Rail Connections

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Established 1879

MONUMENTAL STORAGE
& CARPET CLEANING CO.

1110-1118 PARK AVENUE, BALTIMORE, MD.
ABSOLUTELY FIREPROOF WAREHOUSE
FURNITURE STORAGE—PACKING—MOVING
CARPET CLEANING

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One of the greatest wastes in business today is the inability of many advertisers to stick to adopted programs.

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Security Storage Company

Incorporated

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MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

Members of
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National Furniture Warehousemen's Association
Canadian Storage & Transfermen's Association

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Distribute your merchandise to your patrons through Baltimore, Md., in car lots via Pennsylvania Railroad.

1. Because of the differential freight rate of 3c per 100 pounds in favor of Baltimore to and from the West.
2. Because The Terminal Warehouse Company as warehousemen and distributors can effect economies for you.
3. Because The Terminal Warehouse Co. representatives will be so intent upon rendering you service that they will, to all intents and purposes, act as your agents.
4. Because the four warehouses of The Terminal Warehouse Company are all located on the tracks of the Pennsylvania Railroad and one also has a steamship pier in the harbor.

The Terminal Warehouse Company of Baltimore City

Member of
American Warehousemen's Association, Maryland Warehousemen's Association, Chamber of Commerce of U. S., Baltimore Assoc. of Commerce, Baltimore Chamber of Commerce

HAGERSTOWN, MD.

HAGERSTOWN STORAGE & TRANSFER CO.

GENERAL MERCHANDISE STORAGE
HOUSEHOLD GOODS STORAGE—PACKING AND
SHIPPING—POOL CAR DISTRIBUTION

Penn. R.R. Siding Low Insurance Rate
Motor Truck Service

BOSTON, MASS.

BANKERS WAREHOUSE COMPANY

24-32 Farnsworth Street

GENERAL MERCHANDISE

Free and Bonded Storage
N. Y., N. H. & H. Private Siding

Pool Car Distribution
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BOSTON, MASS.

T. G. BUCKLEY CO.

Operating

Dorchester Fireproof Storage Warehouse

A complete service since 1880

Packing—Moving—Shipping—Storing



Your Boston shipments will receive our particular attention

Members N.F.W.A., A.W.A., Mass. W.A., Can. W.A.



690 Dudley St.

Boston

BOSTON, MASS.

PACKERS
MOVERS
SHIPERS
STORAGE



OFFICE
HOUSEHOLD
COMMERCIAL
GOODS

MOVING — PACKING — CRATING
VERY LATEST EQUIPMENT - EXPERT, CAREFUL WORKMEN
We Operate Our Own Modern Storage

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Office: JAMACIA PLAIN STORAGE WAREHOUSE
236 LAMARTINE ST. 620 PARKER ST., ROXBURY

BOSTON, MASS.

CONGRESS STORES, INC.

PERSONAL SERVICE GENERAL MERCHANTISE STORAGE CENTRAL LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

38 STILLINGS ST.

BOSTON

BOSTON, MASS.

PACKING

MOVING

D.W.

DUNN

CO.

STORING

SHIPPING

Telephone HANCOCK 8000 connecting all departments



PACKING—We pack China, Brisa-Bra, Silverware, Books, Wedding Gifts and Household Goods.
MOVING—Specialize in Local, Suburban and Long Distance Moving.
STORING—Place at your disposal the most Modern Warehouses for the Storage of Household Goods, Pictures, etc.
SHIPPING—Household Furniture and Office Equipment shipped to all parts of the World.

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3175 WASHINGTON STREET, Boston, Mass.
Main Office: 46 BROMFIELD STREET, Boston, Mass.

Member—N. F. W. A.

Member—Massachusetts Warehousemen's Assoc.

BOSTON, MASS.

FEDERAL WAREHOUSE, INC.

34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R. General Merchandise. Storage and distribution. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing temperature.

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William F. Heavey, President and General Manager

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Established 1872

25-34 Pittsburgh St.

General Merchandise Storage

POOL CAR DISTRIBUTION

With our own trucking equipment covering all points in Metropolitan district

*Low Insurance Rate

Six car siding N.Y., N.H. & H.R.R.

*Member Mass. Warehousemen's Assoc.

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Hoosac Storage and Warehouse Company
Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.
Hoosac Stores, Hoosac Docks, Charlestown, Mass.
Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

WOOL STORAGE

Free-Bonded

MANUFACTURERS' WAREHOUSE COMPANY

Warehouse Receipts
Negotiable—Non-Negotiable

Fireproof Construction
In the Wool District—Excellent Facilities

Siding on
N. Y., N. H. & H. R. R.

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Suppose the Twentieth Century Limited started for Chicago, then stopped and waited for a passenger whenever it was expedient. When would it get to Chicago on such an expedient schedule. This is exactly the kind of schedules that rolling-stone advertisers use.

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Quincy Market Cold Storage and Warehouse Co.

CAPITAL \$5,250,000.00

ESTABLISHED 1881

FREE—STORAGE—BONDED

Warehouses Connected with All Railroads Entering Boston

CHARLES RIVER STORES
ALBANY TERMINAL STORES
SUMMER STREET STORES

Daily Trucking Service Within Nine Mile Radius

Warehouse Receipts Accepted by All Banks

Special Attention to Distribution

Main Office, 178 Atlantic Ave., Boston

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WIGGIN TERMINALS, Inc.
50 Terminal St. Boston (29) Mass.
STORAGE
R. & M. R.R.
Mystic Wharf,
Boston
N. Y., N. H. & H. R.R.
E. Street Stores
South Boston

CAMBRIDGE, MASS.

SERVICE THAT SATISFIES



CLARK & REID COMPANY, Inc., 380 GREEN ST.,
CAMBRIDGE, MASS.
PACKING STORING SHIPPING OF HOUSEHOLD GOODS
WE ALSO HANDLE SHIPMENTS FOR BOSTON

FALL RIVER, MASS.

BOSTON, MASS.

NEW BEDFORD, MASS.

PROVIDENCE, R. I.

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Direct R. R. Siding N. Y., N. H.
& H. R. R.

Keogh Storage Co.

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage

and Pool Car Distribution

Local and Long Distance Trucking.

FALL RIVER, MASS.

Mackenzie & Winslow,

Inc.

78 Fourth St.

General Merchandise

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS
DIRECT N. Y., N. H. & H. R.R.—MEMBERS A. W. A.

FITCHBURG, MASS.

MONTUORI BROS., Inc.

Storage, Trucking and Pool Car Distribution

Territory Covered, Daily: Boston, Ayer, Fitchburg, Leominster, Ashburnham, Winchendon, Westminster, Gardner, Athol, Orange, Greenfield, Worcester, Keene, N. H., Springfield.

Quick and Efficient Service

LYNN, MASS.

Lynn Storage Warehouse Company

Fireproof buildings with private sidings affording the utmost protection and service for general merchandise and household goods. Pool car distributors.

154-160 Pleasant Street
Member N.F.W.A.

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Mills Storage and Warehouse Co.
PUBLIC BONDED WAREHOUSES

Household Goods, Pianos, Trunks and Merchandise

Separate Rooms

Steam Heat Electric Lights Elevator Service

Insurance and Transportation Supplied

Household Goods Packed and Shipped to all Points

Tel. Connection, Mills Buildings, 328 North St., Pittsfield, Mass.

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General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and
B. & M. R. R.

A. W. A.
Member

Daily Trucking Service to
suburbs and towns within a
radius of fifty miles.

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Connecticut Valley Storage Warehouse Company

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General Merchandise Storage
"We specialize in service."

Our service includes everything that a manufacturer,
distributor, broker or agent desires for himself or his
customers.

B. & A. R. R. Siding—New Haven and B. & M.
Connections

Reference—Any Springfield Bank.

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R. C. Reardon, Mgr.

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A modern storage and distribution service. Daily deliveries via rail, boat, motor truck, to all principal towns and cities within 150 mile radius. Private rooms for storage of furniture and special facilities for moving, packing, crating and shipping of household effects. Also warehouses at Bridgeport and Hartford, Conn. Member of A. W. A., N. F. W. A., A. C. W., Springfield Chamber of Commerce. Hauling Member of the Allied Van Lines, Inc.

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Household Goods and General Merchandise

Principal Office: 325 Memorial Ave.

Boston Office: 39 Pearl St. N. Y. Office: 325 Hudson St.

POOL CAR DISTRIBUTION

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J. J. Sullivan The Mover, Inc.

Fireproof Storage

Offices: 385 LIBERTY St.

HOUSEHOLD GOODS STORAGE, Packing, Shipping

Pool Car Distribution of All Kinds

Fleet of Motor Trucks

Hauling Agent: Allied Van Lines, Inc.

WORCESTER, MASS.

BOWLER STORAGE AND SALES COMPANY

Handle, store and deliver, carload, less than carload or pool
car shipments of general merchandise for manufacturers,
agents and brokers. Daily motor trucking service to cities
and towns within fifty mile radius.

WORCESTER, MASSACHUSETTS

Logical Point of Distribution for Central New England

WORCESTER, MASS.

NORTHEASTERN STORAGE & DISTRIBUTING CO.

Storage and Distribution
of General Merchandise

Pool Car Distribution

Railroad Facilities

CADILLAC, MICH.

Best service in Northern Michigan
Private siding, Free switching service.
Moving—Packing—Storage

CADILLAC STORAGE & TRANSFER CO.

Cadillac, Mich.

DETROIT, MICH.

GENERAL CARTAGE

Transfer of Baggage

Motor Trucking



MOVING
Local and Long Distance
Storage and Packing

Warehouse: 213 Griswold Street
Canadian License

Baier Transfer & Storage Co.

Daily Truck Service Between Detroit and Toledo
Forwarders of Household Goods and Autos to Florida
and Western Coast

Daily Motor Freight Service Between Detroit, Wyandotte, Monroe, Toledo and
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Main Office: 142 Griswold Street, Detroit, Mich.
Randolph 9710

MEMBERS: Natl. Warehousemen's Assn. Mich. Furn. Warehousemen's Assn.

DETROIT, MICH.

We Have Doubled Our Facilities and Doubled Our Service . . .



Two great storage and distributing systems
have been merged to increase their usefulness
in the warehouse field.

Central Detroit Warehouse

Located in the heart of the wholesale and jobbing district,
within a half-mile of all freight terminals.
Modern buildings, lowest insurance rate in city.

Michigan Terminal Warehouses

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered,
serving the west side of Detroit and the City of Dearborn. Specializing in heavy and light package
merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

CENTRAL DETROIT WAREHOUSE CO.

Fort and Tenth Streets, Detroit, Mich.

DETROIT, MICH.

Detroit Harbor Terminals, Inc.

SUCCESSORS TO
DETROIT RAILWAY & HARBOR TERMINALS CO.

West Jefferson at Foot of Clark St., Detroit



Operating one of the finest warehousing properties in the world. Reinforced concrete construction, sprinklered throughout. Railroad trackage inside the building for 22 cars. Our own locomotive eliminates switching delays.

Ship cargo in and out is handled over our docks with modern material handling equipment.

Truck docks are under cover and there is no traffic congestion.

Deliveries to all parts of the city promptly effected.

Distribution of pool cars and re-shipping given careful attention.

GENERAL MERCHANDISE STORAGE—SPACE RENTALS—COLD STORAGE

"The House of Personal Service"

DETROIT, MICH.

CADILLAC STORAGE CO.

11745 Twelfth Street, Corner Tuxedo

FIREPROOF HOUSEHOLD GOODS STORAGE, COLLECTIONS
PROMPTLY REMITTED ON ALL SHIPMENTS SENT IN OUR
CARE

Member M. F. W. A.

DETROIT, MICH.

FEDERAL WAREHOUSE COMPANY

Personal Service that is different

Pool car distribution by our own trucks
Lafayette 1157-1135 Try us and be convinced

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JEFFERSON TERMINAL WAREHOUSE

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MERCHANDISE WAREHOUSING
and DISTRIBUTION

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

DETROIT, MICH.



**GRAND TRUNK RAILWAY TERMINAL
& COLD STORAGE COMPANY, DETROIT, MICH.**

Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

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JOHN F. IVORY STORAGE CO., Inc.

Moving Engineers
Main Office and Warehouse
6554 Hamilton Ave.

Moving Packing Shipping Storage
Phone: Madison 3960

DETROIT, MICH.

James D Dunn, President and Treasurer

STORAGE

REMOVALS
PACKING
SHIPPING

**"SERVICE WITH SECURITY"**

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects. Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

RIVERSIDE STORAGE and CARTAGE CO.
CASS AND CONGRESS STS.
DETROIT, MICH.

Member of American Warehousemen's Association, National Furniture Warehousemen's Association.

DETROIT, MICH.

SERVICE WAREHOUSE, INC.
1965 Porter St. Detroit, Mich.

We operate a recently constructed, modern type warehouse in the downtown, wholesale section. Private siding on the Michigan Central. Every facility for prompt, accurate distribution of general merchandise accounts. Send your inquiries to attention of O. E. Speck, General Manager.

DETROIT, MICH.

Wolverine Storage Company, Inc.
11850 E. Jefferson Ave.

STORAGE and MOVING
PACKING and SHIPPING
Members N. F. W. A.

The Men Who Distribute
McDougall Kitchen Cabinets
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

DETROIT, MICH.

**Modern Warehousing
in DETROIT**

Outstanding Facilities for
General Merchandise and Cold Storage

Begin Using This Exceptional
Service Now. Communicate with

UNITED STATES WAREHOUSE COMPANY
1448 Wabash Avenue, Detroit, Mich.

Detroit Unit of United States Cold Storage Corporation. Plants at Kansas City, Chicago, Atlanta and Detroit.

*Under construction.



FLINT, MICH.

CENTRAL WAREHOUSE CO.

WATER AND SMITH STS.

COMPLETE WAREHOUSING SERVICE

SPRINKLERED RISK G. T. TRACKEAGE

GRAND RAPIDS, MICH.

MOVING—STORAGE—FUMIGATING—PACKING—SHIPPING

GRAND RAPIDS STORAGE CO.

Michigan's Leading Fireproof Storage Building

Lake Drive and Robinson Road, Grand Rapids, Mich.

Members—Allied Van Lines, Inc., National Furniture Warehousemen's Association

GRAND RAPIDS, MICH.

KENT STORAGE COMPANY

General Merchandise Cold Storage

Storage—Reforwarding—
Distributing

Members—American Chain of Warehouses
American Warehousemen's Assn.
Front Ave. and Pennsylvania Tracks

GRAND RAPIDS, MICH.

Approximately 75% of All Commercial Storage in Grand Rapids



HANLED THRU
"COLUMBIAN"

Express Service at Freight Rates
within a radius of 60 Miles. We
deliver the goods.

The Largest Commercial Warehouse in Western Michigan

POOL CAR DISTRIBUTION — PRIVATE R. R. SIDING — MICHIGAN CENTRAL R. R.

FREE SWITCHING

Located within 4 blocks of all Grand Rapids' Principal Freight Depots

COLUMBIAN STORAGE & TRANSFER CO.
GRAND RAPIDS MICHIGAN

GRAND RAPIDS, MICH.

Merchants Storage & Transfer Co. Inc.

Warehousing and Distribution

THE MOST MODERN AND UP-TO-DATE WAREHOUSE IN
GRAND RAPIDS

60,000 sq. ft. Floor Space.

LOW INSURANCE RATES

Three blocks from all large hotels.

IN THE HEART OF THE WHOLESALE DISTRICT

Modern Private Offices for Rent
Storage in connection

Pere Marquette
Railroad Siding

Grandville Ave. at Weston St.
Grand Rapids, Michigan

GRAND RAPIDS, MICH.

RICHARDS WAREHOUSES

Grand Rapids

Muskegon

4,000,000 cubic feet

General Merchandise, Household Goods
Moved, Packed and Shipped

Pool car distribution at freight rates to
Western Michigan

Pennsylvania R.R. Trackage

RICHARDS STORAGE CORPORATION

Member NFWA—AWA—MFWA and Allied Van Lines

KALAMAZOO, MICH.

THE LARGEST MERCHANDISE WAREHOUSE
IN SOUTHWESTERN MICHIGAN

Private Siding. Free Switching Service.
Moving—Packing—Storage

NATIONAL STORAGE COMPANY

Fireproof Warehouse

301-311 EAST WATER ST. KALAMAZOO, MICH.

LANSING, MICH.

"Center of Michigan"

FIREPROOF STORAGE CO.

H. H. HARDY, Manager

SERVICE—SAFETY—SATISFACTION—GUARANTEED

MOVE—PACK—CRATE—TRANSFER

FIREPROOF WAREHOUSE—PRIVATE SIDING

Merchandise Storage—Pool Car Distribution

Member of A. W. A.

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in
Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW

440 No. Washington Ave.

(Member of Allied Van Lines, Inc.)



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RICHARDS WAREHOUSES

NFWA—AWA—MFWA—Allied Van Lines

Most central Lake port in Western Michigan.

Pere Marquette Trackage.

General Merchandise—Household Goods Moved—Packed—Shipped
Richards Storage Corporation, 410-420 Morris Street

PONTIAC, MICH.

Member—N.F.W.A., A.V.L., Mich.F. W. A.
GAUKLER FIREPROOF STORAGE CO.
 Moving, storing, packing and shipping of household goods
 9-11 ORCHARD LAKE AVE.
Operated in conjunction with
PONTIAC CARTAGE COMPANY
 350 S. JESSIE ST. AT G. T. R. R.
 Merchandise distribution and warehousing
 Fireproof warehouse—Office space—Private siding

SAGINAW, MICH.

CENTRAL WAREHOUSE CO.
 GENERAL WAREHOUSEMEN AND FORWARDERS
 MERCHANDISE DISTRIBUTION
 SPRINKLER SYSTEM
 Private Sidings M. C. R. R.
 SAGINAW, MICH. Office
 N. Michigan Ave.

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Established 1892
Thirty-Two Years of Experience
DULUTH VAN & STORAGE CO.
 18 Fourth Avenue, West
 Modern Storage Facilities for
 Household Goods & Merchandise
POOL CAR DISTRIBUTORS
Located on Terminal Tracks—No Switching Charge

DULUTH, MINN.

SECURITY STORAGE & VAN CO.
 106 LAKE AVE. SOUTH
 NEW MODERN WAREHOUSE FOR
 HOUSEHOLD GOODS AND MERCHANDISE
POOL CAR DISTRIBUTION
 FREE SWITCHING

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Established 1882

TRANSFER & STORAGE CO.
 734-758 Fourth Street North
 Distributing and Warehousing Merchandise
 and Household Goods
 Conveniently located in business district.
 Trackage on C. B. & Q. and G. N. Rys.
 Motor Truck and Team Service
 Local and Long Distance Hauling

MINNEAPOLIS, MINN.

KEDNEY WAREHOUSE CO.

617 Washington Ave. No.

Complete Storage
 and Distribution Service



Houses in St. Paul and Grand Forks



MINNEAPOLIS, MINN.

In Minneapolis—

MINNEAPOLIS TERMINAL WAREHOUSE COMPANY

provides complete storage and distribution services for the Northwest Market for many of the largest National distributors.

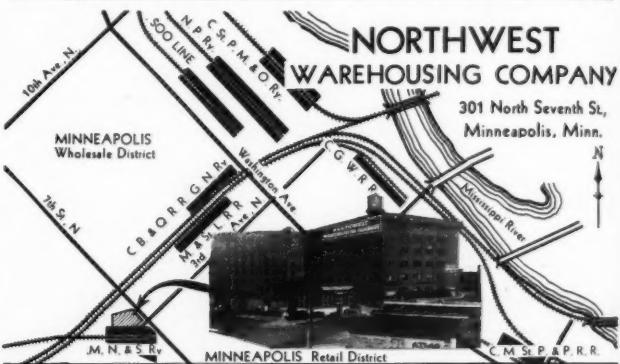
In St. Paul—

ST. PAUL TERMINAL WAREHOUSE COMPANY

offers the same progressive services and facilities under the same management. We invite your inquiries.

MINNEAPOLIS, MINN.

The Northwestern TERMINAL
 PUBLIC BONDED WAREHOUSE
 WITH COMPLETE FACILITIES
 OPERATING OFFICE: 340 Stinson Boulevard, Minneapolis, Minn.
 Members, Minn. W.A.—A.W.A.



Here you get close to MINNEAPOLIS Buyers

MINNEAPOLIS, MINN.

Established 1895
WIDHOLM TRANSFER & STORAGE CO.
 115 First St. No.

Storage of Merchandise and Household Goods.
 Sprinkler System. Pool Car Distributors. Heavy Hauling.
 Warehouse No. 2 on C. N. W. Tracks.

ROCHESTER, MINN.

Carey Transfer & Storage

903 6th St., N. W.
 SB. Warehouse: (MDSE & HHG). City and interurban delivery of Merchandise. Movers, packers, shippers and manufacturers' distributors. Motor van service. Assoc. AWA MinnWA.

ST. PAUL, MINN.

FIDELITY STORAGE & TRANSFER CO.

HIGH GRADE STORAGE ACCOMMODATIONS.

Office: 38 East Fourth Street

Pooled Cars Distributed Two Warehouses Fireproof on Ry. Trackage
 HIGH GRADE STORAGE ACCOMMODATIONS
 Merchandise and Household Goods
 Let Fidelity serve as your branch house.

ST. PAUL, MINN.

CENTRAL WAREHOUSE COMPANY
SAINT PAUL-MINNEAPOLIS

At the junction of nine railroads where one stock serves the Twin Cities and Northwest. L. C. L. shipping without carting. Twenty warehouses. Five miles of trackage. Served by our own electric locomotive.

MERCHANDISE STORAGE

COLD STORAGE

\$2,000,000.00 investment. \$50,000.00 bond. Shipping station—Minn. Transfer, Minn.

Represented by

DISTRIBUTION SERVICE, INC.

100 Broad St. 445 W. Erie St. 623 Third St.
NEW YORK CITY CHICAGO SAN FRANCISCO
Phone Bowling Green 9-0986 Phone Sup. 7186 Phone Sutter 3461

An Association of Good Warehouses
Located at Strategic Distribution Centers

ST. PAUL, MINN.

KEDNEY WAREHOUSE COMPANY

5th and John Streets

OUR ST. PAUL PLANT—is modern with complete warehouse facilities, assuring up-to-date service and care for—

STORAGE AND DISTRIBUTION

Merchandise—Household Goods

Modern warehouses also at Minneapolis and Grand Forks

ST. PAUL, MINN.

In St. Paul—

ST. PAUL TERMINAL WAREHOUSE
COMPANY

provides complete storage and distribution services for the Northwest Market for many of the largest National distributors.

In Minneapolis—

MINNEAPOLIS TERMINAL WAREHOUSE
COMPANY

offers the same progressive services and facilities under the same management. We invite your inquiries.

JACKSON, MISS.

RICKS STORAGE CO.

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution MERCANDISE
Experienced Organization and Equipment for
MOVING, PACKING AND STORING HOUSEHOLD GOODS
Modern Buildings, Sprinklered, Private Siding ICRR Co., Low Insurance Rate
MOTOR TRUCK SERVICE

JOPLIN, MO.

Joplin Transfer & Storage Company

Receiving and distributing Agents

General merchandise and household goods storage

Motor vans for local and long distance moving

Our experience and facilities assure you satisfaction

JOPLIN, MO.

Tonnie's Transfer & Storage Co.

1027-41 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

In Kansas City

A-B-C FIREPROOF
WAREHOUSE CO.

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof
Constructed Warehouses

Agents
Allied Van Lines, Inc.

KANSAS CITY, MO.

"THE HEART OF AMERICA"



ADAMS
TRANSFER & STORAGE CO.

228-236 West Fourth Street.

"Surrounded by the Wholesale District"
Merchandise Storage—Low Insurance Rates
Pool Car Distribution—Freight Forwarders and Distributors
City Delivery Service, twice daily—Prompt and Efficient Service—Excellent System of Stock Records and Reports.

Members: American Chain of Warehouses,
American Freight Forwarders Association,
Traffic Club of K.C., Kansas City Chamber of Commerce,
U.S. Chamber of Commerce.

Write us for Information and Rates

KANSAS CITY, MO.

CENTRAL STORAGE CO.

PROVIDES

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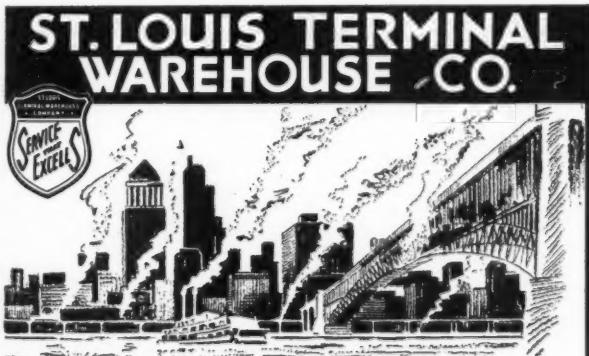
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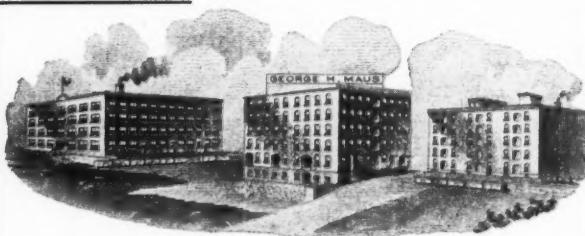
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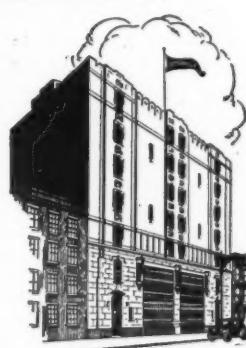
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Specializing in Packing and Shipping

High Grade Furniture and Art Objects

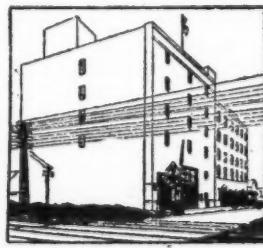
Adjacent to Largest R. R.

Terminal on Long Island

9329-41 170th Street at

Long Island Railroad

Telephone—Jamaica 6-1035-1036



JAMAICA, L. I., N. Y.

Let Us Speed Up Your
Long Island Deliveries

LONG ISLAND DISTRIBUTION

New fireproof warehouse, private rooms, heated piano rooms—these are just a few of the facilities we offer to Long Island shippers.

Our central location assures rapid deliveries.

JAMAICA TERMINAL CORPORATION

General Offices: 9338 Van Wyck Blvd.

KEW GARDENS, L. I., N. Y.

Telephones, Richmond Hill 2-2871, Cleveland 3-3160-4530

Kew Gardens Storage Warehouse, Inc.

Motor Vans, Packing, Shipping

8636-38 122nd Street

Semi Fireproof

Jamaica Ave. cor. 120th Street

Fireproof

Richmond Hill, N. Y.

MT. VERNON, N. Y.

L. SCHRAMM, Pres.

Chelsea Fireproof Storage Warehouses, Inc.

27-33 South 6th Ave.

New York Office and Warehouses, 426-38 West 26th St.

See advertisement under New York City

Complete Service for Bronx and Westchester Counties

Members N. Y. F. W. A., N. F. W. A., Merchants

Ass'n of N. Y.

Allied Van Lines Serving

PELHAM
BRONXVILLE
WHITE PLAINS

NEW ROCHELLE
YONKERS

SCARSDALE
LARCHMONT
TUCKAHOE

NEWBURGH, N. Y.

CENTRAL LEONARD WAREHOUSE CO.

Est. 1926

Hhg. and Mdse. Investment \$25,000.
25,000 sq. feet for storage of Hhg. and
Mdse. City and interurban delivery
of Mdse. Transfers Hhg. MFL.
Mdse. and Hhg. pool cars

May we serve you?

Motor Truck Service

Newburgh Office, 37-39 Lander St. New York Office, 323 Hudson St.

NEWBURGH, N. Y.

Newburgh Transfer & Storage Co., Inc.

Pool Car Distributors

Storage—Furniture Crating—Packing
Merchandise Shipping
Local and Long Distance Hauling
4-6 West Street Newburgh, N. Y.

NEW ROCHELLE, N. Y.

Marian Transfer & Storage Co.

Offices—24-28 Lawton Street
Household Goods Storage, Packing, Shipping, General
Merchandise Storage and Distribution
Pool Car Shipments Distributed
Careful Service for Westchester County

Member U.V.S. Inc.

NEW ROCHELLE, N. Y.

Moving, Packing, Storing, Shipping
O'Brien's Fireproof Storage Warehouse, Inc.
Packers and Shippers of Fine Furniture
and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White Plains, Scarsdale,
Hartsdale. Send B/L to us at New Rochelle.
Member N. Y. F. W. A. and N. F. W. A.

NEW YORK CITY, N. Y.

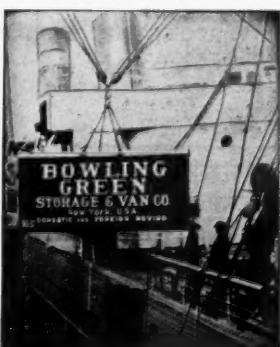


ATLAS FIREPROOF STORAGE WAREHOUSE CO., INC.

157-159 West 124th Street
Household Goods, Antiques, Works of Art
Storage, Packing, Shipping
In the Center of New York City

Members: N. Y. F. W. A.—N. Y. S. W. A.—N. F. W. A.

NEW YORK, N. Y.



Bowling Green Storage & Van Co.

Foreign and Domestic
Removals

STORAGE PACKING

Office, 8-10 Bridge St.
Warehouse, 250 West 65th St.

NEW YORK, N. Y.

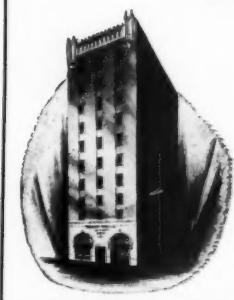
CARRY SUPPLEMENTARY STOCKS—FOR SALES INCREASE IN BRONX REFRIGERATING CO.

GENERAL STORAGE WAREHOUSE
Gen. Office: 500-536 Westchester Avenue
Immediate Delivery in Bronx and Upper N. Y.
Low Insurance N. Y. C. R. R. Siding Member A. W. A.

NEW YORK, N. Y.

Byrnes Brothers Warehouses, Inc.

ESTABLISHED 1870



Two centrally located modern fire-proof warehouses, adjacent to all railroads, for prompt and economical handling of your shipments.

Sixty two years of dependable service is your guarantee in selecting us as your New York representative.

305-307 East 61st Street

Member: N. Y. F. W. A.,
N. Y. S. W. A., N. Y. V. O. A.

NEW YORK, N. Y.



W. L. BYRNES, INC.

STORAGE WAREHOUSES

General Offices
305-307 East 61st Street
Household Goods—Storage—Packing—Shipping
General Merchandise Storage—Distribution
Members N. F. W. A., N. Y. F. W. A. and V. O. A. N. Y.

NEW YORK, N. Y.

LOUIS SCHRAMM, President

CHELSEA FIREPROOF STORAGE WAREHOUSES, INC.

COMPLETE SERVICE TO SHIPPERS
STORAGE, MOVING, PACKING, SHIPPING
EXPRESS AND GENERAL TRUCKING
IN NEW YORK AND WESTCHESTER COUNTY

Ship to the Chelsea

Main Office:
426-438 W. 26th St.,
New York CityEquipped for Prompt Service
Mt. Vernon Warehouse
27-33 So. 6th Ave.,
Mt. Vernon, N. Y.

Members of { New York Furniture Warehousemen's Association
National Furniture Warehousemen's Association
The Merchants Association of New York
Allied Van Lines

NEW YORK, N. Y.

OUR RECORD

Three Generations of Satisfied Customers

Columbia Storage Warehouses

Columbus Ave. and 67th St.

CHAS. R. SAUL, Pres.

Household Goods, Boxing, Packing
Shipping—Works of Art, Antiques, etc.
Convenient to All Railroads and Piers

Agent for
ALLIED VAN LINES, INC.
Specialists in Long Distance Removals
American Warehousemen's Association
National Furniture Warehousemen's Association
New York Furniture Warehousemen's Association
Merchants' Association of New York

NEW YORK, N. Y.

"SERVICE THAT SATISFIES"

Cuneo Storage Co., Inc.
1569-1575 Southern Boulevard



MODERN
FIREPROOF
WAREHOUSE

Centrally located we
are equipped to handle
your Bronx consign-
ments.

NEW YORK, N. Y.

Some businesses live in the past,
others in the present, and some in
the future.

Our past is history, our present
is the result of the past, and our
future is assured with "Porto-
vaults."

Day & Meyer

Murray & Young, Inc.

1166-70—2nd Ave.

Member of

N. F. W. A., N. Y. F. W. A.



NEW YORK, N. Y.

Dayton Storage Co., Inc.

Fireproof Warehouses

Fleet of Private Moving Vans
Centrally Located

Offices, 1317 Westchester Ave.

Members: N. Y. F. W. A., N. Y. S. W. A., Bronx F. C. of C.



NEW YORK, N. Y.

Fireproof Storage Warehouses

Dunham & Reid
Inc.

The storing, packing, moving and shipping of Household Goods and
Art objects is attended to on a basis of quality. Dunham & Reid
Service surrounds the shipper at all times with a greater margin
of Safety and Security. Low insurance rates. Prompt remittances.
Located in the heart of New York.
216-218 East 47th Street, New York City

Members of N. F. W. A., N. Y. F. W. A., Y. O. A.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

NEW YORK, N. Y.

The Gilbert Storage Co. Inc.

Specialists in Pool Cars
Distribution—Warehousing
Located on East and West
Side — Fireproof Storage

Formerly

Harlem Storage Warehouse Co., Inc.

Main Office: 39 West 66th St.

N. F. W. A., N. Y. F. W. A., N. Y. S. F. W. A.

NEW YORK, N. Y.

SEND YOUR BRONX AND WESTCHESTER SHIPMENTS TO
Globe Fireproof Storage Ware-
house Co., Inc.

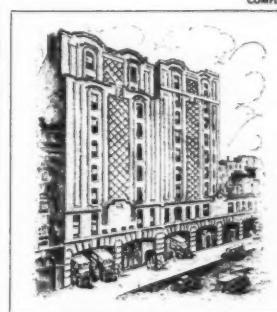
New Fireproof Storage Warehouse
Offices: 810-812 East 170th St.
Members N.F.W.A., N.Y.F.W.A.

NEW YORK, N. Y.

WILLIAM F. HAHN, President
THE SEAL OF
COMPLETE SERVICE



FRED J. HAHN, Sec. & Treasurer
IN NEW YORK CITY



WEST SIDE BRANCH AND GEN. OFFICE
108-120 WEST 107th ST., N. Y. C.

STORAGE—
MOVING—
PACKING—

[We Specialize in Lift
Van Shipments]

- HAHN BROS. -

FIREPROOF
WAREHOUSES, INC.

108-120 WEST 107th STREET

— AND —

231-235 EAST 55th STREET

NEW YORK CITY

We Solicit Your Shipments . . .
Efficient and Capable Organization
At Your Disposal . . .
We Offer You the Best of Service

Modern Fireproof Buildings
Motor and Electric Vans
Low Insurance Rate
Personal Supervision



EAST SIDE BRANCH, 231-235 EAST 55th ST.
FORMERLY KING-PARKER, INC.

The Men Who Distribute
'Chiclets' Gum

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

ECONOMICAL DISTRIBUTION



The location and equipment of this modern 8-story warehouse afford unexcelled storage facilities and quick delivery by motor truck to the door of your customer. Next day delivery assured to greater New York, Long Island, Westchester County, Hudson River Valley, New Jersey and Connecticut. Cartage expense eliminated on all carload or less carload shipments received or forwarded by railroad. Consolidated carloads of less carload freight consigned to us will be distributed to the doors of your customers, saving the difference between carload and less carload rail transportation charges.

LACKAWANNA TERMINAL WAREHOUSES, INC. JERSEY CITY, N.J.

NEW YORK, N.Y.



Lincoln Warehouse Corporation

1187 to 1201 Third Ave.
at 69th and 70th Streets

Offers to consignors of choice and valuable household furnishings an unexcelled service for storage, including transportation, packing or unpacking by experts of long experience. The background for this satisfying and appreciated service is an enviable reputation built up over a period of forty years and an ever increasing patronage from reputable shippers everywhere.

Alexander Gaw, Vice-President and General Manager
Horace Roberts, Superintendent of Warehouses

NEW YORK, N.Y.



STORING — MOVING — PACKING — SHIPPING
HOUSEHOLD GOODS — OFFICE FURNITURE
— POOL CAR DISTRIBUTION —
MEMBER OF RETURN LOADS BUREAU
571-573 HUDSON STREET NEW YORK CITY

NEW YORK N.Y.

MORGAN & BROTHER ESTABLISHED 1851

Fireproof Storage Warehouses and Motor Van Service

Morgan & Brother now enjoys the rare distinction in warehousing annals of remaining under the continuous control and management of one family for three-quarters of a century.

510-520 West 21st St.
New York City

Cable Address Telephone
MORGANWARE WAtkins 9-1300
Members: N.Y.F.W.A.—N.F.W.A.—Can. S.&T.A.—V.O.A.—
M.A. of N.Y.

NEW YORK, N.Y.

Mott Haven Storage Warehouse Co.
Fireproof and Non-fireproof Warehouses
Factory Distributors — Motor Service
Adjacent to all Bronx Terminals. Economic and
Satisfactory Service.
THIRD AVENUE AND 140th STREET

NEW YORK, N.Y.

General Distribution and Freight Forwarding
from an Ultra-Modern Warehouse

IDEALLY LOCATED
IN THE VERY CENTER OF NEW YORK CITY

Adjacent to All Piers, Jobbing Centers
and The Holland Tunnel

Unusual facilities backed by 15 years of freight forwarding and transportation. Large fleet of fast motor trucks for all kinds of distribution. Lehigh Valley R.R. siding—10 car capacity—in the building. Expert handling—domestic or foreign.

MULLIGAN MIDTOWN WAREHOUSE, INC.
Genl. Offices, Starrett Lehigh Bldg., 13th Ave. & 26th St.

The Men Who Distribute

United Drug Products
Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

NIAGARA FALLS, N. Y.

YOUNGS FIREPROOF WAREHOUSE

Motor Truck Service

**DISTRIBUTING AND WAREHOUSING
ALL CLASSES OF MERCHANDISE
HOUSEHOLD GOODS—AUTOS**

Private R. R. Siding Pool-Car Service

Members N. F. W. A.

NO. TONAWANDA, N. Y.

For Service in the Tonawandas

THURSAM TRANSPORTATION AND STORAGE CO.

Offices—337 Payne Avenue

Storage and Distribution of Household Goods and
Merchandise. Private R. R. Siding, New York Central.
New, sprinklered building, low insurance.

POUGHKEEPSIE, N.Y.

For Service in Poughkeepsie

JOHN A. EIGHMIE STORAGE WAREHOUSES

Household Goods Storage, Packing, Shipping, General Merchandise
Storage and Distribution. Pool Cars Distributed, Fleet of Motor Trucks

ROCHESTER, N. Y.

Arthur S. Blanchard, President

Blanchard Storage Co., Inc.

Storage Moving HOUSEHOLD GOODS Packing Shipping
FIREPROOF AND NON-FIREPROOF WAREHOUSES
Main Office: Broad at Oak St.

Member N. F. W. A.

ROCHESTER, N. Y.

Clancy Carting and Storage Company
Service Since 1885
Office: Webster Cor. Grand Ave.
Household Goods—General Merchandise
Fleet of Motor Trucks for Local and Long Distance Work

ROCHESTER, N. Y.

George M. Clancy Carting Co., Inc.

Storage Warehouse
55-85 Railroad Street
General Merchandise Storage . Distribution
Household Goods Storage . Shipping
Pool Cars Distributed and Reshipped
Direct R. R. Siding N. Y. Central
In the Center of Rochester

ROCHESTER, N. Y.

SAM GOTTRY CARTING CO.

STORAGE WAREHOUSE
Gen. Offices, 47 Parkway
General Merchandise Distribution—Household Goods—Pool Cars
Distributed—Heavy Duty Hauling, Machinery, Etc.—Long
Distance Moving—Correspondence Solicited
Use of private siding New York Central Railroad

ROCHESTER, N. Y.

Established 1893

Storage of Automobiles and General Merchandise
N. Y. C. R. R. 10 Car Capacity, Private Siding
Pool Car Distribution Motor Service
Heated Throughout Sprinklered Low Insurance Rate

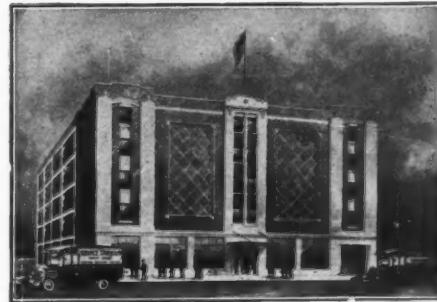
MONROE WAREHOUSE COMPANY, Inc.
Offices: 1044 University Ave.
Member of A. W. A.

ROCHESTER, N. Y.

MERCHANDISE
STORAGE &
and Forwarding—Store Door Delivery
ROCHESTER STORAGE WAREHOUSES, INC.

ROCHESTER, N. Y.

SERVICE STORAGE CO., 704-12 Clinton Ave. So.



Storage
Shipping
of
Household
Goods
Lowest
Insurance
Rates
Private
Siding

SCHEMECTADY, N. Y.

Schenectady Storage and Trucking
McCormack Highway Transportation
Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution
Pool Car Distribution Household Goods
Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.

Fireproof Throughout
Flagg Storage Warehouse Co.

SYRACUSE, N. Y.

Protected by Automatic Sprinkler
Consign your Household Goods Shipments in our care
MOVING — STORAGE — PACKING — SHIPPING
Mdse. Storage Pool Cars Handled
Private Siding

Attention Shippers

When you use Distribution and Warehousing for the name of a warehouse in any city, please mention the fact you got the information from this publication. By doing this, you will please the warehouseman and the publishers.

NEW YORK**DIRECTORY OF WAREHOUSES**Distribution and Warehousing
July, 1932**SYRACUSE, N. Y.**

Central Modern Fireproof Sprinklered

GREAT NORTHERN WAREHOUSES

Manufacturers Like Our Branch Service. That's Our Business

To anticipate your customer's needs and keep them satisfied. Just as your own branch would function in developing sales. Central location. Modern fireproof building. Railroad siding. Direct connection N. Y. State Barge Canal. Store door delivery in every point in Central New York.

Member:
American Warehousemen's Assn. American Chain of Warehouses
National Furniture Warehousemen's Assn. Allied Van Lines, Inc.

GREAT NORTHERN WAREHOUSES, Inc.

348-360 W. FAYETTE ST. SYRACUSE, N. Y.

SYRACUSE, N. Y.**Distribution KING Storage**

Since 1897

**In the heart of Syracuse and New York State
PRIVATE SIDINGS—SPRINKLERED**

Special department for the distribution of catalogues, periodicals and pooled merchandise cars. Store door delivery, collections, motor freight lines.

Warehouse service backed by 30 years' experience.

HOUSEHOLD GOODS

We solicit your Syracuse business. Modern moving equipment. Careful attention to collections. Satisfaction to yourself and customer guaranteed. **For safety we ship Furniture in the King Shipping Case**

KING STORAGE WAREHOUSE, Inc.

358-76 W. Water St.

MEMBERS

American Warehousemen's Association
National Furniture Warehousemen's Association
Agent: Allied Van Lines, Inc.

TARRYTOWN, N. Y.**WASHINGTON STORAGE AND WAREHOUSE**

Offices: 17 N. Washington St.

Household Goods Storage, Packing, Shipping, Pool Car Distribution.
Personally supervised service.**TROY, N. Y.**

Wm. H. Lanigan, Prop.

William Lee & Co.

421-423-425 RIVER ST.

Household Goods, Storage, Packing, Shipping
Pool Cars Distributed

Fleet of Motor Vans for Local and Long Distance Work

UTICA, N. Y.**Broad Street Warehouse Corporation**

Broad & Mohawk Sts., Utica, N. Y.

MODERN STORAGE WAREHOUSE

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates. Sprinklered and Heated. Private Offices for Manufacturers' Representatives.

Modern Facilities for
STORAGE - PACKING - DISTRIBUTION - FORWARDING
of Merchandise, Automobiles, Household Goods
“IN THE HEART OF NEW YORK STATE”**UTICA, N. Y.****Jones-Clark Trucking & Storage Co.**

of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 25 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

WATERTOWN, N. Y.**Marcy-Buck & Winslow, Inc.**General Storage, Trucking and Transfer
Fireproof Warehouse 25,000 Sq. Feet
Non-fireproof Warehouse 30,000 Sq. Feet
Moving, Packing, Shipping

Members: N. F. W. A.—A. W. A.—N. Y. S. W. A.—C. N. Y. W. C.

**WEST NEW BRIGHTON, } N. Y. } **MOVING AND
STATEN ISLAND }
STORAGE******WILLIAM A. MORRIS, Inc.**load too small
job too large
distance too far

88 Barker Street, West New Brighton, N. Y.

WHITE PLAINS, N. Y.**CARPENTER STORAGE, INC.**

Also serving

Tarrytown

Scarsdale

Hartsdale

Mamaroneck

Port Chester

Larchmont

107-121 Brookfield St.

One of the most modern and best equipped

Storage Warehouses in Westchester.

Household Goods Exclusively

Low Insurance Rate

Packing—Crating—Shipping

Members N.Y.F.W.A.

WHITE PLAINS, N. Y.**J. H. EVANS & SONS, Inc.**

45 Hamilton Ave.

MOVING — STORAGE

Packing — Crating — Shipping

Serving Entire County

Agent U. V. S.



WHITE PLAINS, N. Y.

The Bronx
Bronxville
Mt. Vernon
New Rochelle
Larchmont

John Stahl & Sons

Packing—Fireproof Storage—Moving
Branch Office: 10 Depot Plaza
Main Office:
4761 White Plains Ave.
Bronx, New York City



YONKERS, N. Y.

McCann's Storage Warehouse Co.
3 MILL ST.

Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

BURLINGTON, N. C.

Barnwell Warehouse & Brokerage Co.

Burlington, N. C.

Located in the heart of the Piedmont section of North Carolina. Distributing trucks going to practically all points in the State daily.

CHARLOTTE, N.C.

AMERICAN STORAGE & WAREHOUSE CO.
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 439-441 S. CEDAR ST.
MERCANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE
RAILROAD SIDING.

ESTABLISHED 1908

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.
Household goods and merchandise.
Pool cars handled promptly. Motor Service.
Members A. W. A. and N. F. W. A.

CHARLOTTE, N. C.

STANDARD BONDED WAREHOUSE COMPANY
1211 McCall Street

MERCHANDISE STORAGE AND DISTRIBUTION
PRIVATE SIDING MOTOR SERVICE

INSURANCE RATE 13½c.

Member A. W. A.

CHARLOTTE, N. C.

Pool Car Distributors
Private Sidings

MERCHANDISE
STORAGE



UNION STORAGE & WAREHOUSE CO., INC.
(BONDED)

1000-1008 West Morehead St.
Private Branch Exchange

20 Private Offices
Insurance Rate 25c

GASTONIA, N. C.

Adams Transfer and
Storage Co.

(Successors to Huffstatter Transfer Co., Inc.)
Merchandise warehouse, Pool car distribution. Private
siding on Southern Railroad.
431 W. Airline St. Gastonia, N. C.

GREENSBORO, N. C.



South Atlantic Warehouse Co., Inc.

Greensboro, North Carolina

Storage of Merchandise and Household Goods.
Forwarding Merchandise. Private Railroad Sidings.
Sprinkler System. Low Insurance Rate.
Pool Cars Handled Quickly.

MEMBERS: A. W. A., N. F. W. A.

RALEIGH, N. C.

Raleigh

One of the South's Most Important Distribution Points

Efficiently Served by

Carolina Storage & Distributing Co.

Modern Warehouse, Conveniently Located, Complete Mer-
chandise Storage and Distribution Services, Motor Services.

WILMINGTON, N. C.

33,000 Sq. Ft. Floor Space—Fireproof

Farrar Transfer & Storage Warehouse

1121 South Front Street

Household Goods, Storage, Packing, Shipping

POOL CAR DISTRIBUTION MOTOR SERVICE

Use Private Siding—A. C. L. R. R.

WINSTON-SALEM, N. C.

Established 1915

Lentz Transfer & Storage Company

Office: 232 S. Liberty St., Winston-Salem, N. C.

Fireproof Bonded Warehouse Centrally Located—Ins. Rate .30% cents.—
General Merchandise Storage and Distribution—Household Goods Storage
—Packing—Shipping Direct R.R. Siding, Pool Car Distribution—Local
and Long Distance Moving.

Member of N. F. W. A.



FARGO, N. D.

Union Storage & Transfer Co., Fargo, N. D.
General Storage—Cold Storage

Established 1900

Four warehouse units, total of 180,500 sq. ft. floor space—two
sprinkler equipped and two fireproof construction. Low insurance
rates. Common storage, cold storage and household goods. Ship in
our care for prompt and good service.

Office: No. 806-10 Northern Pacific Avenue
AWA—ACW—Minn. WA—NFWA.

GRAND FORKS, N. D.

Attention—Traffic Manager!

The recent decision of the I. C. C. in Class Rate Case docket 17000-2
has made it advantageous for you to carry spot stocks and distribute
your pool cars at Grand Forks for Northern North Dakota and North-
western Minnesota. Let us check the rate for you on any commodity.

KEDNEY WAREHOUSE COMPANY, INC.
A. W. A. N. F. W. A. MINN. W. A. D. M. C. A.

OHIO

DIRECTORY OF WAREHOUSES

Distribution and Warehousing
July, 1932

AKRON, OHIO

L. J. DANIELS, Vice-Pres. & Gen. Mgr.

City View Storage Co.

70 CHERRY ST.

100,000 square feet of fireproof construction devoted to household and merchandise storage. Also fireproof constructed individual rooms. Low insurance rate.



LONG DISTANCE MOVING

Pool Cars and Spot Stock Accounts Solicited.

Private Siding B. & O. R.R.

Free Switching all Roads

Member Ohio Warehousemen's Assn.

AKRON, OHIO

COTTER WAREHOUSES

INCORPORATED

235 E. Mill Street

Concrete, fireproof building. Storage for household goods and merchandise. Local and long distance moving.

AKRON, OHIO

The KNICKERBOCKER
WAREHOUSE & STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise

Fireproof Warehouse—Local and long distance moving.

CINCINNATI, OHIO

CINCINNATI TERMINAL WAREHOUSE, INC.

Central Ave. and Augusta St.

MERCHANDISE — STORAGE — DISTRIBUTION



Largest Most Modern Strictly Fireproof Warehouse in Ohio
7,500,000 cu. ft. General Storage—1,500,000 cu. ft. Cold Storage

CINCINNATI, OHIO

STORAGE
Warehousing and Distributing

CAPACITY OVER 300,000 SQ. FT.
Sprinkler System.

Low Insurance Rate

Railway siding.
Prompt and efficient services.

WAREHOUSE RECEIPTS ISSUED BY US
ARE READILY NEGOTIABLE FOR CASH

The Cincinnati Tobacco Warehouse Co.
CENTRALLY LOCATED
No. 7 W. Front St., Cincinnati, Ohio

CINCINNATI, OHIO

Consolidated Trucking, Inc.

Local and Long Distance Trucking
—Storage

N. W. Corner Pearl and Plum

Merchandise Storage Pool Cars
Penn. R.R. Siding Inter-City Truck Depot



CINCINNATI, OHIO

The Fred Pagels Storage Co.

937 West 8th St.

Reliable Dependable

Near all railroads entering Cincinnati. Serve all suburbs.

Member NFWA-OWA

CINCINNATI, OHIO

Anthony D. Bullock—Managing Director



THE SECURITY STORAGE CO.

706 OAK STREET

Packing—Shipping—Storage

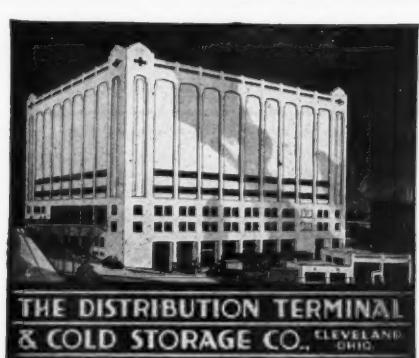
Fireproof Warehouse, Private Siding

Consign all Shipments to Avondale Station

H.H.G. Pool Cars Solicited

Member N. F. W. A.—O. W. A.—O. A. C. H.

CLEVELAND, OHIO



THE DISTRIBUTION TERMINAL
& COLD STORAGE CO., CLEVELAND, OHIO

Central Viaduct and West 14th St.

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

The Men Who Distribute

Jack Frost Sugar

Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

OHIO**DIRECTORY OF WAREHOUSES**Distribution and Warehousing
July, 1932**COLUMBUS, OHIO**MERCANDISE STORAGE
and DISTRIBUTIONFIRE
PROOFLOW
INSURANCE

THE NEILSTON WAREHOUSE CO.

COLUMBUS, OHIO
SWORMSTEDT
STORAGE & VAN CO.
Household Goods and Merchandise
WAREHOUSES
YOUR INTERESTS SCRUPULOUSLY PROTECTED
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818 and 820 East Monument Ave.

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DAYTON, OHIO

Established 1864

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521-23 East First St.

MERCHANDISE STORAGE AND DISTRIBUTION
MOTOR TRUCK SERVICE

Private Siding Big Four R.R. Free Switching All Roads

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WAREHOUSE & CARTAGE COMPANY

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Only Warehouse in Lakewood**MARION, OHIO****MERCHANTS TRANSFER COMPANY**

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Long Distant Movers and Contract Haulers
REGULAR SERVICE TO
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Main Office: N. Sutphin and Fleming Rd.
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WAREHOUSE CORPORATION

Siding on Pennsylvania Lines. Free Switching Tariff. Complete facilities for Pool Car Shipments. Light and Heavy Motor Truck Service for City and Inter-City Transportation.

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Excellent Service
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Free Switching
Private Trackage
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50,000 Sq. Ft.
Floor Space.
Fireproof

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GENERAL WAREHOUSING & DISTRIBUTION
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LOW INSURANCE SPRINKLER SYSTEM
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Best Service Obtainable.

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Hoosier Kitchen Cabinets

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OKLAHOMA

DIRECTORY OF WAREHOUSES

Distribution and Warehousing
July, 1932

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Members A.W.A., N.F.W.A., A.C.W.

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KLAMATH FALLS TRANSFER & STORAGE CO.
A new clean storage warehouse on trackage for all classes of storage.
Distribution and trucking business in connection.
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State No. 187

Licensed Frostproof

Bonded 1918

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Complete Distribution

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Operating Public and Custom Bonded Warehouses
Licensed under the U. S. Warehouse Act.

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Private Siding. Free Switching. Sprinklered.
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Private Siding All Railroads Entering Portland
Located in the center of wholesale and jobbing district.

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A SPECIALTY**
Member A. W. A.—Amer. Chain.

Established 1864



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Our private siding is served by all railroads
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Lowest Insurance Rates—Sprinkler Equipped.

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Low Rates Prompt Service
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Let us be Your Pacific Coast Agents
Complete Warehouse and Drayage Facilities—32 Motor Trucks
Just consign Your LCL or Carload Shipments

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200-208 OAK ST.
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and we will do the rest.

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70,000 Sq. Ft. Fireproof Concrete Storage Space

ADT Automatic Sprinkled System

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Direct R. R. Siding: Lehigh Valley

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General Storage
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Moving, Packing and Shipping



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ERIE

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Warehouse in the center of
the city, with trackage from
N. Y. Central Lines and
switching to all other lines.
Unexcelled facilities for han-
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Branch house service for
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Pool Car Distribution Specialists.

Fleet of 25 trucks for local and long distance delivery.
Hauling of all kinds.
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Daily truck connections to points within 100 mile radius.
Largest trucking concern in Central Pennsylvania.



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Efficiently
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Merchandise and Household Goods Storage
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Complete Warehouse Service in the Largest Ware-
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Siding on P. R. R. and P. & R.

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Est. over 40 years.

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Absolutely Fireproof

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Cable Address "Fenco"

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Storage, moving and distribution of household goods and merchandise.

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Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

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STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of motor vans.

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STORAGE COMPANY

MOVING, STORAGE, PACKING, SHIPPING

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Doesn't Jerk — it
Pulls—a Steady Pull.
Every ad Goes to Confirm
the one Before it—to
Strengthen the One That
is to Follow and There's
No Waste of Effort or
Money. The Stayer Wins
Every time.

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in the various distributing centers throughout the city, provide 2,100,000 square feet of excellent storage space. Steel and concrete construction with complete sprinkler equipment enables patrons to enjoy the lowest possible insurance rates. We are especially equipped to handle economically; small shipments. The Pennsylvania Railroad makes and/or accepts delivery of L.C.L. shipments at River Front, Webb, Federal, Shackamaxon and West Philadelphia Stores. This eliminates drayage expense. As the foremost operators of public warehouses in Philadelphia we are equipped to furnish every kind of service incident to the handling of package freight. Write for booklet.

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FOR YOUR
DISTRIBUTION AND WAREHOUSING
IN SIOUX FALLS
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20 YEARS SATISFACTORY SERVICE



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88,000 SQUARE FEET MODERN CONCRETE WAREHOUSE

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Successors to Knoxville Fireproof Storage Co.
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135,000 square feet on Southern Railway tracks.
Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00 Household goods shipments per annum.
Pool Cars distributed.

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671 to 679 South Main St., on Illinois Central Railroad Tracks

CAPACITY 1000 CARS

Free Delivery from All Railroads on Car Lots
Insurance Rate 25-100 of One Per Cent or \$2.50 Per \$1000.00 Per Annum.

No Charge for Switching To All Railroads on Car Lots for Competitive Points and Illinois Central Railroad Local Stations.

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"SERVICE"

ROSE WAREHOUSE COMPANY
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Merchandise Storage and Pool Car Distribution

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Storage and Transfer—All Kinds

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Successors to Durham Storage Co.

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WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

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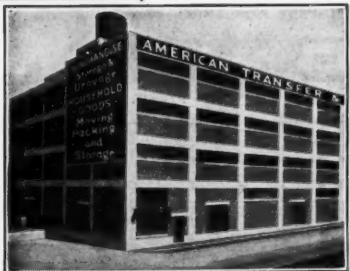
The Men Who Distribute

Swift & Co. Products

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

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REFERENCE: ANY DALLAS BANK



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Household Goods Moved, Stored, Packed and Shipped

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Complete Warehousing

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Fireproof—16c Insurance Rate
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Our new one-half million dollar plant.
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With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



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Fireproof Storage Co.
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Storage, Cartage, Pool Car Distribution

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Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.

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Westheimer Transfer and Storage Co., Inc.

Forty-eight Years of Dependable Service

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CRATING PACKING SHIPPING

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MERCHANTS TRANSFER & STORAGE CO.
FIREPROOF BONDED WAREHOUSE
Complete Storage and Distribution Service
50 years of satisfactory service

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Muegge-Jenull Warehouse Co.
BONDED FIREPROOF
POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE
Dependable Service Since 1913

SAN ANTONIO, TEXAS

SCOBEDY
FIREPROOF
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SAN ANTONIO, TEXAS

General Warehousing and Distribution

CAPACITY 1,250,000 CU. FT.

THE HOUSE of SECURITY

Member four leading associations

Write for freight tariff to all
points in San Antonio Territory



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SOUTHERN TRANSFER CO.
FIREPROOF BONDED STORAGE
Lowest insurance rate in San Antonio
Receivers and Forwarders of Merchandise

TYLER, TEXAS

Tyler Warehouse and Storage Company
Bonded under the Laws of Texas
General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.

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Wichita Falls Fireproof Warehouse
(Reinforced concrete)
Motor Freight Service to All Territory
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See TYLER-TARRY-FAGG Co. Associated

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WESTERN GATEWAY STORAGE COMPANY
Both Cold and Dry Storage
A Modern Commercial Warehouse
Bonded Service

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Central Warehouse

Fireproof Sprinklered
Insurance rate 18c
Merchandise Storage
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Office Facilities
Negotiable Warehouse Receipts Issued

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Merchandise Storage and Distribution

Over 1,000,000 cubic feet reenforced Concrete
Sprinklered Space

Insurance Rate 18 Cents

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SECURITY STORAGE
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We have good facilities for manufacturers or agents, to warehouse and distribute; also office space. SPRINKLERED BUILDINGS. Separate units for storing different classes of goods. Private trackage connecting with all railroads. Our experience has been more than 20 years receiving and forwarding many kinds of articles. SATISFACTORY SERVICE AND CORRECT CHARGES ARE WATCHWORDS WITH US.

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Railroad siding—Motor trucks—Pool car service

Merchandise Storage and Distribution

Branch warehouse service combined with complete truck delivery service in Vermont and Northern New York at reasonable rates.

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AUTOMOBILES

HOUSEHOLD GOODS

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